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REPORT OF  
PROCEEDINGS  
OF  
THE ILLINOIS  
PHARMACEUTICAL  
ASSOCIATION

I  
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A

TWENTY-SECOND  
ANNUAL . . . . .  
MEETING . . . . .  
NINETEEN . . . . .  
HUNDRED . . . . .  
AND ONE . . . . .

## Notes.

**L**OOK over the list of members of the association and notify the secretary if you find that your name has been spelled wrong or address erroneously given.

Are you a member of the Illinois Pharmaceutical Association? If not, you ought to be. The annual dues are only one dollar, and membership in the association entitles you to a copy of its annual proceedings, and also to a copy of the annual report of the state board of pharmacy.

It is very important that all deaths and changes in address be reported to the secretary promptly.

All communications in regard to the Pharmacy law should be addressed to Mr. L. T. Hoy, secretary, state board of pharmacy, Springfield. Communications with reference to the association should be sent to the secretary, R. N. Dodds, Springfield.

If you desire to become a member of the Illinois Pharmaceutical Association, write to the secretary for application blanks.

If you are in need of a clerk, or if you are seeking employment write to the secretary of the association. He may be able to assist you and will charge you nothing for the service.

Send in your annual dues promptly at the beginning of the year. Do not wait for the secretary to send you a delinquent notice.

R. N. DODDS, Secretary.

## ADVERTISEMENTS.

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The attention of the Members of the Association is called to the advertisements which appear in this report. The firms are thoroughly reliable in every respect and offer goods which are required by all druggists. They will be glad to quote prices on application. It is earnestly requested that the Members of the Association give preference to our advertisers in ordering goods, mentioning this report in their dealings with them.

Our advertisers this year are:

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# Illinois

# College of Pharmacy

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DEPARTMENT OF PHARMACY OF

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Practical Courses.

Unsurpassed Equipment.

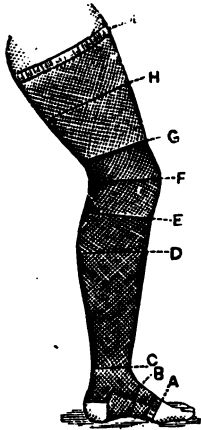
Over two-thirds of the school hours devoted to practical work at the laboratory tables.

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Address all inquiries to the Dean of the Faculty, Dr. Oscar Oldberg, 2421 Dearborn Street.

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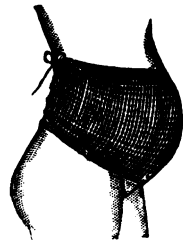
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*And other Iodides.*

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*And other Salts of Morphine.*

**POTASSIUM BROMIDE**

*And other Bromides.*

**BISMUTH SUB NITRATE, White and Bulky,**

*And other Pharmaceutical and Technical Chemicals.*



Compliments of . . .

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Baltimore  
New York  
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Chicago, Ill.

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# Columbian Spirits.

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WORLDS FAIR  
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BISMUTH SUBNITRATE

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POTASSIUM BROMIDE, CRYSTS AND GRAN.

POTASSIUM IODIDE

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SODIUM PHOSPHATE GRANULAR

SODIUM SALICYLATE

They are no HIGHER in price than  
other makes, and will please you.

Yours faithfully,

**HERF & FRERICHS CHEMICAL CO.,**

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Druggists visiting Chicago are cordially invited to call on us. The new building which we now occupy was erected with special reference to our requirements and we believe an inspection of our up-to-date establishment would prove of interest.

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# EVERY DRUG GROUND BY US IS BOTANICALLY CORRECT.

Those that depend upon alkaloids for their medicinal value are assayed and required to come up to

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SECURITY,

CHANCELLOR,

La PREFERENCIA,

and other of their high grade cigars  
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Always believing that our best interests depend upon the welfare of our patrons, we have constantly aimed to render satisfactory service and to supply the best goods at reasonable prices. Our constantly increasing list of customers justifies our policy of declining orders from aggressive cutters.

We feel that our efforts to merit the confidence of the trade are appreciated.

We invite correspondence with druggists who have not favored us with orders.

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## MORRISON, PLUMMER & CO.

WHOLESALE DRUGGISTS,  
CHICAGO.



# **Report of Proceedings**

**OF THE**

# **Illinois Pharmaceutical Association**

**At its**

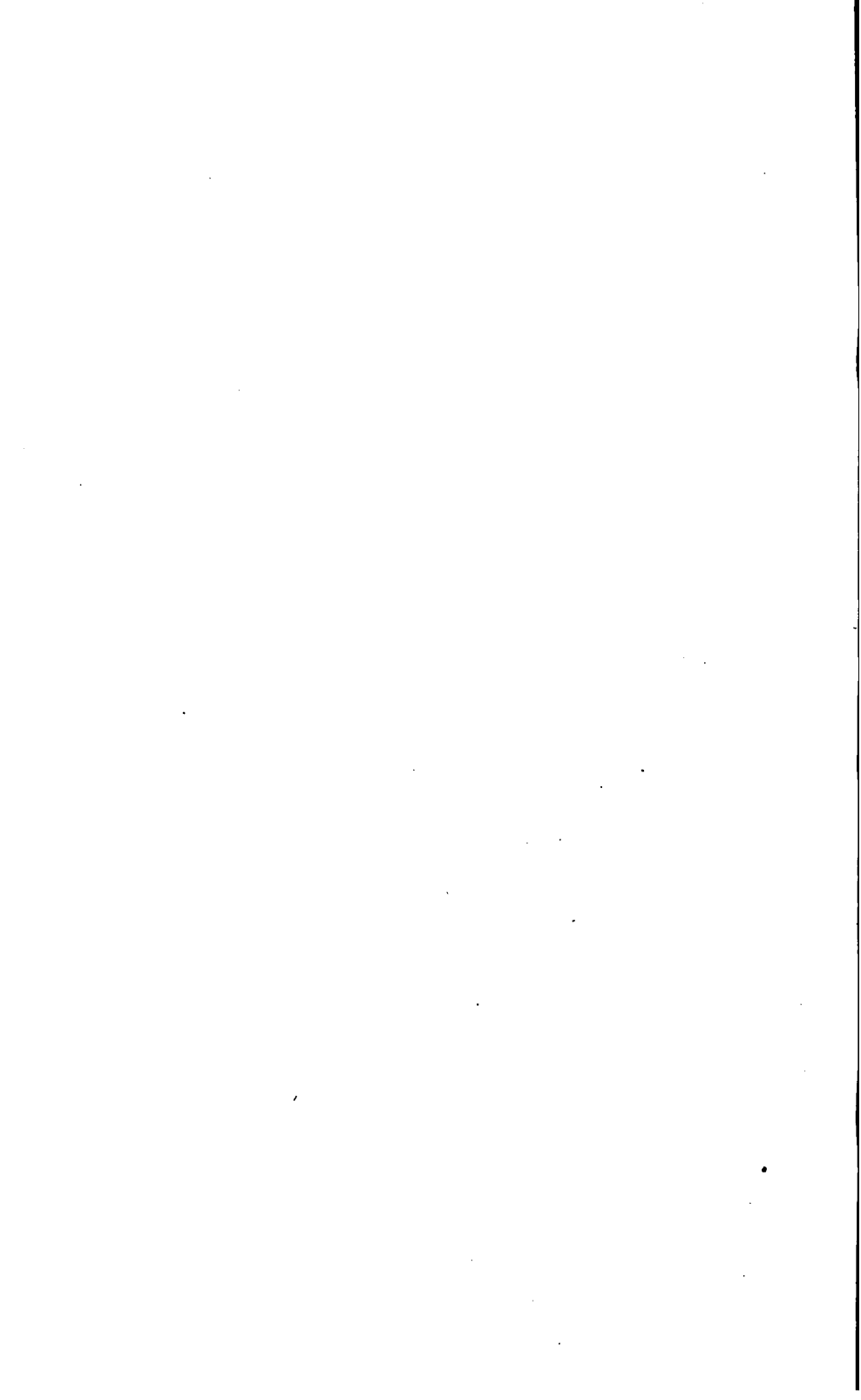
**Twenty-second Annual Meeting**

**Held at**

**Rock Island, June 11-12, 1901.**



**R. N. Dodds, Secretary  
Springfield,  
1901.**



**OFFICERS OF THE ASSOCIATION.**

**1901-1902.**

---

*President,*

WALTER H. GALE, 44 Monroe St., CHICAGO.

*First Vice-President,*

HENRY SWANNELL, CHAMPAIGN.

*Second Vice-President,*

J. B. MOUNT, JOLIET.

*Thrd Vice-President,*

FRANZ THOMAS, CAIRO.

*Secretary,*

R. N. DODDS, SPRINGFIELD.

*Treasurer,*

GEORGE C. BARTELLS, CAMP POINT.

## OFFICERS OF THE ASSOCIATION

Since Its Organization.

### *Presidents.*

W. W. MARMON .....	Bloomington.	1880-1
F. C. BOURSCHEIDT .....	Peoria .....	1881-2
HENRY BIKOTH .....	Chicago .....	1882-3
H. LeCARON .....	Braidwood .....	1883-4
A. P. CUNNINGHAM .....	Champaign .....	1884-5
T. H. PATTERSON .....	Chicago .....	1885-6
B. F. GARDNER .....	Atlanta .....	1886-7
HENRY SMITH .....	Decatur .....	1887-8
HERMAN SCHROEDER .....	Quincy .....	1888-90
A. A. CULVER .....	Momence .....	1890-1
ROBERT C. HATTENHAUER .....	Peru .....	1891-2
H. LEE HATCH .....	Jacksonville .....	1892-3
EMIL THIELE .....	Chicago .....	1893-4
F. LUEDER .....	Peoria .....	1894-5
G. HENRY SOHRBECK .....	Moline .....	1895-6
W. K. FORSYTH .....	Chicago .....	1896-7
PAUL G. SCHUH .....	Cairo .....	1897-8
THO. C. LOEHR .....	Carlinville .....	1898-9
FRED M. SCHMIDT .....	Chicago .....	1899-1900
WALTER H. GALE .....	Chicago .....	1900-2

### *First Vice-Presidents.*

GEORGE BUCK .....	Chicago .....	1880-1
WILLIAM BOWER .....	Olney .....	1881-2
H. LeCARON .....	Braidwood .....	1882-3
HUGO W. C. MARTIN .....	Chicago .....	1883-4
IRA LACKEY .....	Bloomington .....	1884-5
F. A. PRICKETT .....	Carbondale .....	1885-6
F. A. DRUEHL .....	Chicago .....	1886-7
W. P. BOYD .....	Arcola .....	1887-8
W. M. BENTON .....	Peoria .....	1888-9
R. W. DILLER .....	Springfield .....	1889-90
D. S. DYSON .....	Bloomington .....	1890-1
H. LEE HATCH .....	Jacksonville .....	1891-2
THEO. C. LOEHR .....	Carlinville .....	1892-3
PAUL G. SCHUH .....	Cairo .....	1893-4
T. S. ARNOLD .....	Watseka .....	1894-5
T. KNOEBEL .....	East St. Louis .....	1895-6
M. B. TRAVIS .....	Saybrook .....	1896-7
J. F. G. HELMER .....	Paxton .....	1897-8
W. H. BROWN .....	Irving Park .....	1898-9
W. F. BAUM .....	Danville .....	1899-1900
H. SWANNELL .....	Champaign .....	1900-2

### *Second Vice-Presidents.*

F. A. BOURSCHEIDT .....	Peoria .....	1880-1
A. A. BROWN .....	Sterling .....	1881-2
E. SMALLHAUSEN .....	Lawrenceville .....	1882-3
R. N. DODDS .....	Springfield .....	1883-4
G. H. SOHRBECK .....	Moline .....	1884-5
M. B. TRAVIS .....	Saybrook .....	1885-6
A. SHUMWAY .....	Lanark .....	1886-7
J. E. ESPEY .....	Chicago .....	1887-8
F. C. J. SHACKMAN .....	Newton .....	1888-9

*Second Vice-Presidents—Continued.*

THEO. C. LOEHR .....	Carlinville.....	1889-90
ANDREW SCHERER..	Chicago .....	1890-1
FRANK S. FRIES .....	Kankakee.....	1891-2
THOMAS KNOEBEL .....	East St. Louis .....	1892-3
G. HENRY SOHRBECK .....	Moline .....	1893-4
G. F. LUTHRINGER .....	Petersburg .....	1894-5
I. W. BLOOD .....	Chicago .....	1895-6
L. A. MINNER .....	Murphysboro .....	1896-7
W. H. GARRISON .....	Pearl .....	1897-8
GEORGE F. BARTH .....	Alton .....	1898-9
J. H. KEELING .....	Rockford.....	1899-1900
J. B. MOUNT .....	Joliet.....	1900-2

*Third Vice-Presidents.*

P. M. NICHOLS .....	Pana .....	1880-1
J. P. HENRY .....	Arcola .....	1881-2
J. P. BOYD .....	Quincy .....	1882-3
F. A. STEVENS .....	Newton .....	1883-4
A. J. MCINTOSH .....	Allendale .....	1884-5
JOHN R. PORTER .....	Rockford .....	1885-6
J. S. GREEN .....	Morrison .....	1886-7
C. F. PRICKETT .....	Carbondale .....	1887-8
F. L. SHINKLE .....	Martinville.....	1888-9
J. J. SCHUBERT .....	Kankakee.....	1889-1890
THOMAS KNOEBEL .....	East St. Louis .....	1890-1
M. B. TRAVIS .....	Saybrook.....	1891-2
CHARLES L. FELDKAMP .....	Chicago .....	1892-3
M. B. TRAVIS .....	Saybrook .....	1893-4
ELMER E. DAY .....	Elgin .....	1894-5
W. C. SIMPSON .....	Vienna .....	1895-6
W. W. SAWYER .....	Rockford .....	1896-7
H. SWANNELL .....	Champaign .....	1897-8
R. W. DILLER .....	Springfield .....	1898-9
M. C. METZGER .....	Cairo .....	1899-1900
FRANZ THOMAS .....	Cairo .....	1900-2

*Secretaries.*

FRANK FLEURY .....	Springfield.....	1880-1
MATT W. BORLAND .....	Chicago .....	1881-2
T. H. PATTERSON .....	Chicago .....	1882-3
T. N. JAMIESON .....	Chicago .....	1885-6
L. C. HOGAN .....	Englewood .....	1886-9
HUGO W. C. MARTIN .....	Chicago .....	1889-90
C. S. N. HALLBERG .....	Chicago .....	1890-2
FRANK FLEURY .....	Springfield .....	1892-9
R. N. DODDS .....	Springfield .....	1899-1902

*Assistant Secretary.*

GEORGE E. MARSH .....	Alton.....	1897-8
-----------------------	------------	--------

*Treasurers.*

HENRY SMITH .....	Decatur.....	1880-1
A. P. CUNNINGHAM .....	Champaign .....	1881-2
W. P. BOYD .....	Arcola .....	1882-3
M. WILLIAMS .....	Taylorville.....	1883-4
J. J. SCHUBERT .....	Kankakee .....	1884-5
B. F. GARDNER .....	Atlanta .....	1885-6
G. H. SOHRBECK .....	Moline .....	1886-7
C. A. STRATHMAN .....	El Paso .....	1887-8
DUNBAR S. DYSON .....	Bloomington.....	1888-9
A. L. MOODY .....	Lockport .....	1890-1
MELIE WILLIAMS .....	Taylorville .....	1891-2
CHARLES C. REED .....	Lincoln .....	1892-3

## OFFICERS OF THE ASSOCIATION.

*Treasurers—Continued.*

C. L. FELDKAMP.....	Chicago .....	1893-4
H. LEE HATCH .....	Jacksonville .....	1894-5
H. H. ROGERS.....	Kankakee .....	1895-6
T. S. ARNOLD.....	Watseka .....	1896-7
W. F. BAUM.....	Danville .....	1897-8
GEORGE C. BARTELLS.....	Camp Point .....	1898-1902

*Local Secretaries.*

VICTOR H. DUMBECK.....	Peoria
WILLIAM M. DALE .....	Chicago
FRANK FLEURY.....	Springfield
J. E. ESPEY.....	Bloomington
HUGO W. C. MARTIN.....	Chicago
H. C. PORTER .....	Rockford
HENRY SMITH .....	Decatur
W. M. BENTON .....	Peoria
J. O. CHRISTIE.....	Quincy
F. S. FRIES .....	1889-1890 and 1890-91, Kankakee
CHARLES RYAN.....	1892, Springfield
HENRY BIROTH.....	1893, Chicago
CHARLES A. STRATHMAN.....	1894, Peoria
T. J. KAVANAUGH.....	1895, Peoria
CHARLES T. BAUMANN.....	1896, Springfield
HENRY SWANNELL.....	1897, Champaign
GEORGE F. BARTH.....	1898, North Alton
THERON H. CARTER.....	1899, Danville
WALTER H. GALE.....	1900, Chicago
W. ULLEMEYER.....	1901, Rock Island

CONSTITUTION AND BY-LAWS  
of the  
ILLINOIS PHARMACEUTICAL ASSOCIATION.

---

THE CONSTITUTION.

---

ARTICLE I.

This Association will be called the ILLINOIS PHARMACEUTICAL ASSOCIATION.

ARTICLE II.

The object of this organization shall be to promote the interests of pharmacy by urging the enactment of such laws as will be found of mutual advantage to pharmacists and the public, by restricting the dispensing and sale of medicines to competent parties, to encourage a more thorough training of assistants, and finally, to bring the pharmacists of this state into more intimate social relations.

ARTICLE III.

SECTION I. This society shall consist of active and associate members.

SEC. 2. No person except a registered pharmacist in the State of Illinois, whose name shall appear on the register of the board of pharmacy, shall be deemed a member of the association.

SEC. 3. Any pharmacist in good professional and moral standing who shall have attained the age of twenty-one years, residing in the state, whether in business for himself or in the employ of another pharmacist, shall be eligible to associate membership, but shall not vote or hold office, nor have a voice in the meetings of this association, except by consent of this body.

ARTICLE IV.

The officers of this association shall be a president and three vice-presidents, a permanent secretary, a local secretary (to be selected from place of next meeting), a treasurer, and an executive committee consisting of one member from each congressional district in this state (and of which committee the president, secretary, and treasurer



shall be *ex-officio* members), all of whom shall be elected annually by ballot, and shall hold office until the election of their successors.

#### ARTICLE V.

SECTION 1. The president, or in his absence or inability to serve the vice-presidents in their order, shall preside at all meetings of the association, call special meetings at the written request of twenty-five members, shall present at each annual meeting a report on the affairs of this association, and perform such other duties as pertain to the office.

SEC. 2. The secretary shall keep a record of all the proceedings of the association. He shall read all communications, conduct all correspondence of the association, at each annual meeting render a report of the duties performed by him since the last annual meeting, and, in conjunction with the executive committee, shall superintend such publications as the association shall direct. He shall notify members of committees of their appointment and election, and furnish each member of the committee with the names of their associates on said committees. He shall receive and collect all moneys for the association, giving receipts for the various amounts; keep a correct account thereof, and pay the same to the treasurer, taking his receipt therefor. He shall give a sufficient bond *within 60 days of his election*, subject to the approval of the *president*.

SEC. 3. The treasurer shall have charge of all the funds of the association, for which he shall be personally responsible, shall be authorized to pay all bills when countersigned by the president, and report the state of the treasury, when called upon by the executive committee. He shall give a sufficient bond *within 60 days of election*, subject to the approval of the *president*.

SEC. 4. It shall be the duty of the secretary and treasurer to turn over to their successors, without unnecessary delay, all papers and property of the association committed to their care.

SEC. 5. The executive committee shall have full power to act for, and have general charge of the affairs of the association in the intervals of the sessions of the association, provided that the action of such committee shall not contravene instructions of the association; and its action may at any time be overruled by the association. The committee shall organize by the adoption of rules, and with such officers and committees as it shall deem desirable or necessary. Nine members shall constitute a quorum.

#### ARTICLE VI.

This association may establish for its future government and regulation such by-laws, not in conflict with this constitution, as may be deemed proper and desirable.

## ARTICLE VII.

Every proposition to alter or amend this constitution shall be submitted in writing and received at an annual meeting, and may be voted for at the next annual meeting, when, upon receiving the votes of three-fourths of the members present it shall become a part of this constitution.

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THE BY-LAWS.

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## ARTICLE I.

Twenty-five members shall constitute a quorum.

## ARTICLE II.

SECTION 1. Every member shall pay annually into the hands of the secretary the sum of one dollar. Any one in arrears at the annual meeting shall not be entitled to vote, or receive the report of the proceedings of the association.

SEC. 2. On the payment of one dollar by any member of this association, he shall receive a certificate of membership which shall be issued by the secretary.

## ARTICLE III.

SECTION 1. The president shall, *within 60 days after each annual meeting*, appoint the following committees (of which he shall be an *ex-officio* member), each to consist of three members, viz: Committee on matters of trade interests, committee on legislation, and committee on board of pharmacy records.

SEC. 2. The committee on trade interests shall report at each annual meeting such observations and information upon that subject as may seem to them of interest to the association.

SEC. 3. The committee on legislation shall keep a record of, and compile for reference, the enactments of the different states regulating the practice of pharmacy and the sale of medicines. They shall report at each annual meeting of the association what legislation on the subject occurred during the year, and what additional legislation shall be desired in this state.

SEC. 4. The committee on board of pharmacy records, created by invitation of the board of pharmacy, shall, at such time as it shall elect, and at least annually, inspect the records, books, and examination papers of the Illinois Board of Pharmacy, and shall annually report their observations to this association, with such suggestions and recommendations as said committee may deem available.

## PROCEEDINGS OF THE

## ARTICLE IV.

SECTION 1. These by-laws shall not be suspended without the consent of two-thirds of the members present.

SEC 2. Any amendment to these by-laws must be made in writing, read before the association at one sitting, and laid over to a subsequent sitting, when, upon receiving the votes of two-thirds of the members present, it shall become a part of these by-laws.

## ARTICLE V.

All papers read before the association shall be referred to the executive committee, and shall, by their consent and under their direction, be published.

## ARTICLE VI.

The proceedings of the association, the roll of officers, committees and members shall be published annually, under the supervision of the secretary and executive committee, and a copy of the proceedings sent to each member of the association who is not in arrears for annual dues.

## ARTICLE VII.

- Any member may be expelled for improper conduct, or any officer removed from office for violating the constitution or by-laws; but no person shall be expelled or removed except by a two-thirds vote of all the members present at a regular meeting, and after he shall have been given an opportunity to be heard in his own defense.

## ARTICLE VIII.

Nominees for the State Board of Pharmacy shall be elected in the following manner: At each annual meeting of the association, twenty-five registered pharmacists of the state, having the qualifications as prescribed by the Pharmacy law, shall be selected by the association, the names of said twenty-five members shall be forwarded by the secretary to all registered pharmacists in the state, with the request that from such members, or others, as the said pharmacists shall severally prefer, five members shall be selected and their names transmitted to the secretary. From the five members receiving the highest number of votes cast in the aggregate, the association may, at its next annual meeting, elect three members whose names shall be submitted to the Governor as nominees of the association, as required by the State Pharmacy act.

## ARTICLE IX.

Nominees for advisory board, department of pharmacy, University of Illinois, shall be elected in the following manner: At each

annual meeting of the association, twenty-five registered pharmacists of the state, having the qualifications as prescribed by the Pharmacy law, shall be selected by the association, the names of said twenty-five members shall be forwarded by the secretary to all registered pharmacists in the state, with the request that from such members, or others, as the said pharmacists shall severally prefer, five members shall be selected and their names transmitted to the secretary. From the five members receiving the highest number of votes cast in the aggregate, the association may, at its next annual meeting, elect three members whose names shall be submitted to the president of the State University as nominees whom the association deems qualified to fill any vacancies which may occur in said advisory board.

#### ARTICLE X.

The association invites manufacturers and others to exhibit at the annual meeting crude drugs, chemicals, pharmaceutical preparations, and such objects as possess a general scientific or special pharmaceutical interest.

#### ARTICLE XI.

The order of business shall be as follows:

1. Reading the minutes.
2. Applications for membership.
3. Election of officers.
4. President's address.
5. Reports of officers and committees.
6. Unfinished business.
7. Election of officers.
8. New business.
9. Installment of officers elect.
10. Adjournment.

## THE NEW PHARMACY LAW.

### Practice of Pharmacy in Illinois.

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|--|---|
| § 1. None but registered pharmacists to conduct drug stores. | § 9. Board of Pharmacy How appointed  |
| § 2. Who may be employed in drug stores.                     | § 10. Organization of Board—Duties of officers—Place of Meetings.                             |
| § 3. Meaning of the words drug store or pharmacy.            | § 11. Salary of Officers—Reports to be made.  |
| § 4. Registered pharmacists (by examination).                | § 12. Label with name of article—Penalty.   |
| § 5. Registered pharmacists (on time).                       | § 13. False representation to procure registration—Penalty.                                   |
| § 6. Assistant registered pharmacist, who may be.            | § 14. Adulteration—Penalty for—Expert—Board to prosecute.                                     |
| § 7. Duty of registered pharmacists as to apprentices.       | § 15. Suit for penalties—State's Attorney to prosecute.                                       |
| § 8. Annual registration—Fee—Certificate to be posted.       | § 16. Does not interfere with term of offices, certificates or privileges heretofore granted. |

*AN ACT to regulate the practice of pharmacy in the State of Illinois, to make an appropriation therefor, and to repeal certain acts therein named.*

SECTION 1. *Be it enacted by the People of the State of Illinois, represented in the General Assembly:* That it shall be unlawful for any person, not a registered pharmacist within the meaning of this act, to open or conduct any pharmacy, dispensary, drug store, apothecary shop, or store, for the purpose of retailing, compounding or dispensing drugs, medicines or poisons, and any person violating the provisions of this section shall be liable to a penalty of not less than twenty nor more than one hundred dollars for every such violation. *Provided, however,* That nothing in this act will prevent any person or persons owning a drug store or pharmacy, who shall employ and place in active and personal charge of the same, a registered pharmacist, and that nothing herein contained shall apply to nor in any manner interfere with the practice of any physician, or prevent him from supplying to his patients such articles as may to him seem proper; nor with the exclusively wholesale business of any wholesale druggist. *Provided,* That nothing contained in this act shall apply to the sale of patent or proprietary preparations, when sold in original and unbroken packages.

§ 2. That it shall be unlawful for the proprietor of any drug store or pharmacy to allow any person in his employ, except a registered pharmacist or registered assistant pharmacist, to compound, recommend, dispense, or sell at retail, any drugs, medicines or poisons, or except an apprentice under the immediate supervision of a registered pharmacist as hereinafter provided. Any person violating the provisions of this section shall be liable to a fine of not less than twenty nor more than one hundred dollars for each and every such offense.

§ 3. The term drug store or pharmacy shall, for all purposes of this act, be construed to mean a shop, store or other place of business where drugs, medicines or poisons are compounded, dispensed, or sold at retail.

§ 4. Registered pharmacists, by examination, must be persons not less than 21 years of age, who have had four years' practical experience in compounding drugs in drug stores where the prescriptions of medical practitioners are compounded, or physicians holding certificates from the State Board of Health, and have passed a satisfactory theoretical and practical examination before the State Board of Pharmacy hereinafter mentioned. The said Board may in their discretion, grant certificates of registration to such persons as shall furnish with their application satisfactory proof that they have been registered by examination in some other State: *Provided*, That such other State shall require a degree of competency equal to that required of applicants in this State. Every applicant for registration as a registered pharmacist shall pay to the Secretary of the Board the sum of five dollars at the time of filing the application. The payment of said sum of money as aforesaid, shall entitle the applicant to take a second examination in case he fail in the first, but no more: *Provided*, said second examination is taken within six months of the first; and upon the payment of an additional five dollars, in case the applicant passes a satisfactory examination, the Secretary of the Board of Pharmacy shall issue to him a certificate as a registered pharmacist.

§ 5. Registered pharmacists on time service must be persons not less than 23 years of age, who shall furnish satisfactory evidence to the State Board of Pharmacy that they have had five years' practical experience in compounding drugs in a drug store or pharmacy where the prescriptions of medical practitioners are compounded. The said Board will have the right to refuse registration to applicants who do not furnish satisfactory evidence of their competency. Each applicant for registration under this section shall pay to the Secretary of the Board the sum of five dollars at the time of filing said application. The payment of said sum of money as aforesaid shall entitle the applicant to take a second examination, in case he fail in the first, but no more; providing said second examination is taken within six months of

the first; and upon the payment of an additional five dollars, in case the applicant passes a satisfactory examination, the Secretary of the Board of Pharmacy shall issue to him a certificate as a registered pharmacist. Said certificate shall be operative in and apply to the town, place or locality for which granted and no other.

§ 6. Any person shall be entitled to registration as an assistant pharmacist who is of the age of 18 years, of good moral character, temperate habits, and has had three years' service under a registered pharmacist, and the time of attendance at any recognized school of pharmacy shall be accredited on the above time, and shall pass a satisfactory practical and theoretical examination before the State Board of Pharmacy. Each applicant for registration as assistant pharmacist shall pay to the said Board the sum of five dollars when said application is filed. The payment of said sum of money as aforesaid shall entitle the applicant to take a second examination, in case he fail in the first, but no more: *Provided*, said second examination is taken within six months of the first; and upon the payment of an additional five dollars, in case the applicant passes a satisfactory examination, the Secretary of the Board of Pharmacy shall issue to him a certificate as a registered assistant pharmacist. Said Board shall have the right to refuse registration to applicants whose examinations and credentials are not satisfactory evidence of their competency. Any assistant pharmacist shall have the right to act as clerk or salesman in a drug store or pharmacy during the temporary absence of the registered pharmacist.

§ 7. It shall be the duty of registered pharmacists who take into their employ an apprentice for the purpose of becoming a pharmacist to require said applicant to, at once, apply to said Board of Pharmacy for registration as apprentice, and the said Board of Pharmacy shall have the right to require such an examination as shall establish the educational qualifications of the applicant, and the date of experience required of applicants for assistant, or registered pharmacists, shall be computed from the date of registration as apprentice. The Board of Pharmacy shall furnish proper blanks for this purpose and issue a certificate of registration as a registered apprentice upon the payment of two dollars.

§ 8. Every registered pharmacist, who desires to continue the practice of his profession, shall annually thereafter, during the time he shall continue in such service, on such dates as the Board of Pharmacy may determine, of which date he shall have thirty days' notice by said board, pay to the Secretary of the Board a registration fee, to be fixed by the Board, but which shall, in no case, exceed \$1.50, for which he shall receive a renewal of such registration. The failure of any registered pharmacist to pay said fee shall not deprive him of his right to renewal upon payment thereof; nor shall his retirement from



the profession deprive him of the right to renew his registration, should he, within five years thereafter, wish to resume the practice, upon the payment of said fees. Registered assistants upon receiving notice as aforesaid, shall, if they desire to renew their registration, pay to the Secretary of said Board an annual fee of one dollar: *Provided, however*, that the Board of Pharmacy may refuse registration, or may suspend the certificates of registered pharmacists, or assistant pharmacists, who are proven to be so addicted to the excessive use of stimulants or narcotics as to render them unsafe to handle or sell drugs, medicines, and poisons. Every certificate of pharmacy granted under this act shall be conspicuously exposed in the pharmacy to which it applies, and the name of the registered pharmacist who conducts the drug store or pharmacy shall be conspicuously displayed over the door or department. Any person violating the provisions of this section shall be liable, upon conviction thereof, to pay a penalty of not less than twenty dollars nor more than fifty dollars.

§ 9. The Governor, with the advice and consent of the senate, shall appoint five persons from among such competent registered pharmacists in the state as have had ten years' practical experience in the dispensing of physicians' prescriptions, and who are actively engaged in the practice of their profession, who shall constitute the Board of Pharmacy. The persons so appointed shall hold their offices for five years: *Provided*, That the terms of the office shall be so arranged that the term of one shall expire on the thirtieth day of December of each year, and the vacancies so created, as well as all vacancies otherwise occurring, shall be filled by the Governor, with the advice and consent of the senate: *And, provided also*, That the appointments made when the senate is not in session may be confirmed at its next ensuing session. The Illinois Pharmaceutical Association shall annually report directly to the Governor, recommending the names of at least three persons whom said association shall deem best qualified to fill any vacancies which shall occur in said Board.

§ 10. The said Board shall, within thirty days after its appointment, meet and organize by electing a president from among their members, and a secretary, who shall not be a member of said Board. The Board shall also elect a treasurer who is a member of the Board. Said Board shall prescribe the duties and compensation of such treasurer and shall require the said treasurer to give such a bond as the said Board shall direct. The secretary shall pay over to the treasurer all moneys that shall come into his hands as secretary. It shall be the duty of the Board to examine all applications for registration submitted in proper form; to grant certificates of registration to such persons as may be entitled to the same under the provisions of this act; to cause the prosecution of all persons violating its provisions; to report annually to the Governor and to the Illinois Pharmaceutical Association

upon the condition of pharmacy in this state, which said report shall also furnish a record of the proceedings of the said Board for the year, and also the names of all the pharmacists duly registered under this act. The Board shall hold meetings for the examination of applicants for registration and the transaction of such other business as shall pertain to its duties, at least once in six months: *Provided*, That said Board shall hold meetings at least once in every year in the city of Chicago and in the city of Springfield, and it shall give thirty days' public notice of the time and place of such meeting; shall have the power to make by-laws for the proper fulfillment of its duties under this act, and shall keep a book of registration in which shall be entered the names and places of business of all persons registered under this act, which book shall also specify such facts as said persons shall claim to justify their registration. Three members of said Board shall constitute a quorum.

§ 11. The secretary of the Board shall receive a salary, which shall be fixed by the Board and which shall not exceed the sum of twenty-five hundred dollars (\$2,500) per year; he shall also receive his traveling and other expenses incurred in the performance of his official duties. The members of the Board shall receive the sum of five dollars (\$5) for each day actually engaged in this service, and all legitimate and necessary expenses incurred in attending the meetings of said Board. Said expenses shall be paid from the fees, penalties and appropriations received by the Board under the provisions of this act. The Board shall make an annual report to the Governor and to the Illinois Pharmaceutical Association of all moneys received and disbursed by them pursuant to this act.

§ 12. No person shall sell at retail any drug, medicine or poison without affixing to the box, bottle, vessel or package containing the same, a label bearing the name of the article, distinctly shown, with the name and place of business of the registered pharmacist from whom the article was obtained: *Provided*, Nothing in this section shall apply to the sale of patent or proprietary medicines when sold in original packages, nor with the dispensing of physicians' prescriptions. Any person failing to comply with the requirements of this section shall be liable to a penalty of \$5 for any and every offense.

§ 13. Any person who shall willfully make any false representation to procure registration for himself, or any other person, shall, for each and every offense, be liable to a penalty of fifty dollars.

§ 14. No person shall add to or remove from any drug, medicine, chemical or pharmaceutical preparation, any ingredient or material for the purpose of adulteration or substitution, or which shall deteriorate the quality, commercial value, or medicinal effect, or which shall alter the nature or composition of such drug, medicine, chemical

or pharmaceutical preparation so that it will not correspond to the recognized tests of identity or purity. Any person who shall thus adulterate or alter or cause to be adulterated or altered any drug, chemical, medicine or pharmaceutical preparation; or any person who shall sell or offer for sale or cause to be sold any such adulterated drug, chemical, medicine or pharmaceutical preparation; or any person who shall, without notification to the purchaser, substitute or cause to be substituted one material for another, shall be liable to prosecution under this act. If convicted, he shall be liable to all the costs of the action and all the expenses incurred by the Board of Pharmacy in connection therewith, and for the first offense be liable to a fine of not less than fifty dollars nor more than one hundred dollars, and for each subsequent offense a fine of not less than seventy-five nor more than one hundred and fifty dollars.

The Board of Pharmacy is hereby empowered to employ an analyst or chemist expert, whose duty it shall be to examine into the so-called adulteration, substitution or alteration, and report upon the result of his investigation; and, if said report justify such action, the Board shall duly cause the prosecution of the offender, as provided in this law. The latest edition of the United States Pharmacopœia is hereby adopted as the standard in determining the recognized tests of identity and purity under this act.

§ 11. All suits for the recovery of the several penalties prescribed in this act shall be prosecuted in the name of the "People of the State of Illinois," in any court having jurisdiction, and it shall be the duty of the State's Attorney of the county where such offense is committed to prosecute all persons violating the provisions of this act upon proper complaint being made. All penalties collected under the provisions of this act shall inure to the Board of Pharmacy.

§ 16. An act entitled, "An act to amend an act entitled, 'An act to amend an act entitled, 'An act to regulate the practice of pharmacy in the State of Illinois,' " approved May 30, 1881, in force July 1, 1881, as amended by an act approved June 4, 1889, in force July 1, 1889, in force July 1, 1895, is hereby repealed.

*Provided*, That nothing in this section, or this act contained, shall be construed to interfere with the term of office of any officer heretofore appointed under the said act, and nothing in this act contained shall be construed to interfere with or cancel any certificate of registration or privilege heretofore granted under said act, but the officers heretofore appointed, and any certificates of registration or privilege heretofore granted shall continue in force and be and remain for and during the period, as provided in the said act.

Approved May 11, 1901. In force and effect July 1, 1901.

## PROGRAM.

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### Twenty-Second Annual Meeting.

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The committee of arrangements in welcoming the members of the Illinois Pharmaceutical Association to Rock Island, wishes to call attention to the fact that it has endeavored to arrange the program of the meeting with a view to making the time pass as pleasantly as possible.

There will be no evening sessions, the evenings being reserved for social functions, which, it is hoped, will bring the brotherhood of pharmacists into closer touch, and leave pleasant memories of the meeting.

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### FIRST SESSION

Tuesday, June 11, 10 o'clock A. M.

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*Address of Welcome*—Hon. B. F. Knox, Mayor.

*Response*—W. Bodemann, Chicago.

*Address*—F. W. Bahnsen, Ex-President Rock Island Club.

*Annual Address of President*—Walter H. Gale, Chicago.

*Report of Secretary*—R. N. Dodds, Springfield.

*Report of Treasurer*—Geo. C. Bartells, Camp Point.

*Report of Executive Committee.*

*Prize Essays.*

*Report of Committee on Arrangements*—August Heimbeck, Rock Island.

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### SECOND SESSION

Tuesday, June 11, 1:30 o'clock P. M.

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#### REPORTS OF STANDING COMMITTEES.

*Board of Pharmacy Records*—T. C. Loehr, Chairman, Carlinville;  
R. N. Dodds, Springfield; J. B. Mount, Joliet.

*Trade Interests*—Thos. V. Wooten, Chairman, Chicago; Paul G. Schuh, Cairo; L. C. Deck, Girard.

*Legislation*—L. T. Hoy, Chairman, Woodstock; Frank Milnor, Litchfield; Louis Lehman, Chicago; H. H. Green, Bloomington; H. F. Bader, East St. Louis; C. A. Purdunn, Marshall; John I. Straw, Chicago; A. S. Wright, Woodstock; M. C. Metzger, Cairo.

*Deceased Members*—R. N. Dodds, Chairman, Springfield; A. Zimmermann, Peoria; G. Henry Sohrbeck, Moline.

*Report of the State Board of Pharmacy.*

*Report of the Advisory Committee of the Department of Pharmacy, University of Illinois*—Walter M. Sempill, Chicago.

*U. S. Pharmacopæia*—Oscar Oldberg, Chairman, Chicago; N. Gray Bartlett, Chicago; W. B. Day, Chicago.

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### THIRD SESSION

Wednesday, June 12, 9:30 o'clock A. M.

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*Unfinished Business.*

*The National Association of Retail Druggists*—Thomas V. Wooten, Chicago.

*Trade Organization in Chicago*—John I. Straw, Chicago.

*Trade Organization in Smaller Cities.*

*Addresses by Visiting Delegates.*

*Reports of Special Committees.*

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### FOURTH SESSION

Wednesday, June 12, 1:30 o'clock P. M.

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#### NEW BUSINESS.

Election of three persons for recommendation to the Governor, from which to select a member of the state board of pharmacy, to succeed W. C. Simpson, of Vienna, whose term of office expires December 30, 1901.

Election of three persons for recommendation to the president of the University of Illinois, from which to select a member of the Advisory Committee, Department of Pharmacy, University of Illinois, to succeed W. M. Sempill, of Chicago, whose term expires July 1, 1901.

*Election of Officers for the Ensuing Year.*

*Adjournment.*

The committee takes this opportunity of thanking, in the name of the Illinois Pharmaceutical Association, our friends whose names appear below, and whose generosity has contributed so greatly to the success of this meeting:

Armour & Co.	Bauer & Black.
Emerson Drug Co.	Gerts, Lombard & Company.
A. M. Foster & Company.	Liquid Carbonic Acid Mfg. Co.
Morrisson, Plummer & Co.	The Orangeine Chemical Co.
Parke, Davis & Co.	Henry K. Wampole & Co.
The Chicago Aerifoam Carbon	Searle & Hereth Company.
Co.	Fuller & Fuller Co.
Hartz & Bahnsen Company.	Mull's Lightning Medicine Co.
The Sam Arndt Company.	G. H. Sohrbeck, Moline.
E. N. Oxley.	Retail Druggists of Rock Island.

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LOCAL COMMITTEE OF ARRANGEMENTS AND ENTERTAINMENT.

W. H. Marshall, O. Rudert, G. H. Sohrbeck, Will Ullemeyer, L. A. Schmidt, August Heimbeck, T. H. Thomas, Geo. B. Canode, A. J. Riess. Will Ullemeyer, local secretary.

PROCEEDINGS  
of the  
ILLINOIS PHARMACEUTICAL ASSOCIATION  
At its Twenty-second Annual Meeting,  
June 11 and 12, 1901.

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FIRST SESSION.

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Tuesday, June 11, 10 o'clock A. M.

The twenty-second annual meeting of the Illinois Pharmaceutical Association was called to order by President Walter H. Gale, at 10 o'clock A. M., in the auditorium of the Y. M. C. A. Building at Rock Island. Hon. B. F. Knox, mayor of Rock Island, delivered the address of welcome to the association. He spoke as follows, his address being particularly well received.

Address of Welcome.

BY HON. B. F. KNOX.

*Mr. President, Officers and Members of the Illinois Pharmaceutical Association:*

I am pleased to meet you this morning and to see so many smiling faces. It happened to be my lot to see some of these same smiling countenances on the train last night as I came out from Chicago. They were having an exceedingly good time and seemed to be partaking of a birthday dinner in the dining car.

To me it is a great pleasure to know that you have chosen Rock Island as the place of holding this, your twenty-second annual meeting, and I trust you will never regret your selection. We think we have one of the best and most thriving cities in the State of Illinois and are peculiarly situated. On the east of us is the great manu-



facturing city of Moline. North of us, and just across the great Mississippi river, is Davenport, one of the centers of trade of our sister state, Iowa. This city is reached by a double-tracked steel bridge and by ferry boat, thus furnishing the very best accommodations. On our south is the historical spot, Black Hawk's Watch Tower. All of these places are connected by one of the best street car systems in the state and we should be greatly pleased to have you visit all of them. We are practically one city, looking to the welfare of each other and working for the good of the entire community. We also have the government arsenal, situated on an island in the river, which we also hope you will visit. There you will see the magnificent fire-proof stone buildings with a small army of men at work, all the machinery being propelled by water power. I hope the local committee will see to it that you visit all these points of interest I have mentioned.

I must not take up too much of your valuable time in detailing to you the many points of interest in and around our city, as you doubtless have a great deal of business to come before you.

As chief executive of our city, I extend to you, one and all, a hearty welcome to our walls, and trust that when you return to your homes you will carry with you pleasant recollections of your brief stay with us. We are glad you came and hope that at some time in the not very far future you may deem it to your best interests to again hold your annual session in Rock Island.

And now, Mr. President, I will place the city in the care and charge of your association and turn over to you this key to its gates. I also present to you other keys which will admit you to Davenport, Moline and the grounds surrounding Black Hawk's Watch Tower. These keys are composed of a variety of substances with which most of you are doubtless quite familiar. No. 1 contains compound cathartics; No. 2 is composed of quinine; the principal ingredient of No. 3 is bromo-seltzer, which, as you all know, is good for headache, with which some of you may be afflicted before the time of your departure arrives; on No. 4 is inscribed the telephone number of the police station, where, at any time, you can send in a call for the "hurry-up" wagon. If any of you should become weary and in need of a restful place, you will be made comfortable at the police station.

I will close by thanking you for your kind forbearance and again extending to you the hospitality of our good people. (Applause.)

THE PRESIDENT—We are very much pleased to receive such a cordial reception. I do not know whether we have any one here who can do justice to it in the way of response, but I will call upon Mr. Bode-mann to tell the good mayor how much we appreciate his kind words.

## Response to Address of Welcome.

BY W. BODEMANN.

*Mr. Mayor, Mr. President and Fellow Members;*

I esteem it a pleasant duty and a high privilege to be selected as the representative of this association to thank the mayor of Rock Island for his cordial welcome.

When a farmer leaves his home and enters a great city, it is a relief to his mind to be in the strong guiding hand of a trusted friend. So we "Farmercists," when we leave our "Farmercy," gladly grasp the outstretched hand of the chief executive of this beautiful city, thanking him for the offered freedom, and asking him to lead us and keep us safely from the many dangers which beset us.

Mr. Mayor, upon looking at the program on which appears your name, "B. F. Knox," it seems superfluous that we should go through the ceremony of an introduction. No pharmacist in Illinois can keep house without "Knox Vomica." We all meet so many "B. F. Knox," which stands for "B. Flat Knocks," that we ought to be old friends. (Applause.)

The name Rock Island is suggestive of another old acquaintance. Of late we have read a great deal about "Community of Interests." I distinctly remember that the great Rock Island railroad figured in that famous battle of community of interests that terminated in the Northern Pacific "bust up" from \$1,000 per share to \$150. Here are three cities—Rock Island, Moline and Davenport—in which every enterprise seems to be based upon the community of interests principle.

Perhaps you are familiar with the history of the drug trade and know that our only salvation hinges on this same great rule of three and community of interests. If we do not succeed in saving ourselves by this great principle and work out a bright future through the harmony and community of interests symbolized by the N. A. R. D. in establishing living prices for the retailer by combining the interests of the retailer, wholesaler and manufacturer—if, as I say, this plan does not culminate in a great success, we may as well abandon all hope.

The fact that we meet this year in a three-decker city—Rock Island, Moline and Davenport—seems to be a good foreboding for our threefold combination, the N. A. R. D., and it is to be hoped that our deliberations here may mark another milestone on the road to delivery from all the evils besetting us.

Mr. Mayor, the retail pharmacist has been for years the recipient of such heavy center rush foot ball kicks from the public at large, as well as from other interests, that many of our ablest workers had almost lost courage until the N. A. R. D. plan was evolved by the Illinois pharmacists. Let us hope that some Rockefeller will consolidate the Dowie "fad," the Christian Science "fad" and the Gold Cure "fad"

into one community of interests trust, and then have some J. P. Morgan marshall the combined interests of medicine, pharmacy, chemistry and common sense against this common foe, and perhaps another Northern Pacific "bust up" will relieve the world of this glittering farce and satire on civilization.

In closing my remarks, Mr. Mayor, I would ask you to be easy on our members. If possible, suspend your midnight police hours while we are here. Some of us may be overcome by the effects of looking at so much water in your majestic Mississippi, and if perchance some of our more romantic brethren should extend their admiration excursions on your beautiful river into the small hours of the morn, let your police officers overlook their frailties so we may leave Rock Island feeling that you are not only the best mayor this city ever had, but the best nightmare the druggists ever met.

Again, on behalf of the Illinois Pharmaceutical Association, I thank you most sincerely. (Applause.)

THE PRESIDENT—Rock Island is peculiarly happy in having an institution of a semi-official character which takes it upon itself to welcome all visitors to the city. We have the pleasure of having with us this morning the Ex-President of the Rock Island Club, who is thoroughly conversant with our business as druggists, conducting a large wholesale establishment in this city. He has consented to talk to us on the position the Rock Island Club is going to take with regard to the druggists being here this week. I do not know whether he is going to let us into the Club or not. I think he has come here to size us up before declaring himself. The gentleman's name to whom I refer is Mr. Bahnsen, from whom we shall now be pleased to hear what he has to say.

## Address of Welcome on Behalf of the Rock Island Club.

BY F. W. BAHNSEN.

### *Mr. President and Gentlemen of the Association:*

It is my pleasure to extend to you a hearty welcome in behalf of the Rock Island Club.

The Rock Island Club is an organization composed of business and professional men of our city, and we are proud to have among our membership a fair representation of your profession.

I, myself, having been engaged in the drug business since early youth, and at the present time a registered pharmacist of the State of Illinois, am doubly glad of this opportunity to address a few words of welcome to the Illinois State Pharmaceutical Association. I am here to invite you, in the name of the Club, to make yourselves entirely at home in our club house, and we hope all of you and your ladies will be present at the reception we give in your honor tomorrow evening. I

hope that the time not taken up by business will be pleasantly spent in our city, and feel certain that the local druggists will leave nothing undone to make your visit an agreeable one.

We are fortunate in having you with us at this beautiful time of year, when our city is at its best. While we may appear rather insignificant as compared with the city where your last meeting was held, yet we are justly proud of our beautiful natural surroundings and the points of interest in our vicinity. I am a firm believer in organization, and you will agree with me that much good has been accomplished by the various organizations in the different branches of our business.

The National Retail Druggists' Association today occupies a prominent position, because it is recognized as a powerful agent in bettering the condition of the drug trade generally; and I feel that every state and every local organization should use its utmost endeavors to induce its members to become identified with the national association. Hand in hand with this association, and working faithfully to the same ends, we find the National Wholesale Druggists' Association and the Proprietary Association. Evils that have crept into a business and have grown for years can be eradicated only by united effort. We know that much has been done and more will be done by the co-operation of these associations towards placing our profession upon an honorable and substantial basis. You are here to assist in this work and I trust that your deliberations will result in benefit to yourselves and the drug business of the state.

From personal observation, I know that much good has been accomplished by the local association of the Tri-Cities, and am informed that neighboring organizations are accomplishing a great deal. You will undoubtedly be pleased to hear of this satisfactory condition, which I trust will be an example to other localities in this state.

May your sessions be harmonious and profitable, and may you leave us with pleasant recollections of our city.

Again I bid you welcome and tender you the use of our club house.

**THE PRESIDENT**—Doubtless there are many here who have felt at times that they own the town. After listening to these very cordial greetings from Mayor Knox and Mr. Bahnsen, and the numerous courtesies extended, I think I am warranted in saying that we own this town. I can vouch for the association that when we visit the club house, which has been so kindly placed at our disposal, we will take our hats off, will not be hard on the furnishings, and will leave the house in as good condition as we find it. I wish again to thank these gentlemen for the very warm welcome we have received.

The first matter of business on the program is the address of the president. While I am reading it I will ask Vice-President Swannell to take the chair.

## Address of President.

*Mr. Chairman and Members of the Illinois Pharmaceutical Association:*

It is wise occasionally to pause in the great restless struggle of life and step aside from the ceaseless whirl of affairs for a little breathing spell and a bird's eye view of ourselves, our neighbors and our environments. Such opportunities are presented us by these annual meetings.

We gather here, leaving behind for the time being our daily grind and restricted horizon, to get a general view of the situation, to compare notes, and to study the way, with the co-operation of those similarly circumstances, for the betterment of the profession and the individual.

This, broadly stated, is to my mind the aim and object of our association.

However, we must not be content with generalities, but apply ourselves to specific and practical work, in order to feel that the Illinois Pharmaceutical Association has an undeniable right to exist. An organization without live issues to espouse and battle for has survived its usefulness.

It is impossible to look back over the proceedings of the different state associations in the past few years without being very forcibly impressed with the gradual relegation of the theoretical to the background, and the forging into prominence of the practical. Whether this change is to be deplored or not, is beyond my purpose to discuss. Our own association recognized this evolution and adapted itself to the changed conditions, when at the Danville meeting two years ago it revised the by-laws so as to eliminate the committees on "Paper and Queries" and "Prize Essays."

The American Pharmaceutical Association is a body pre-eminently fitted to take up and discuss theoretically, pharmaceutical and scientific subjects. There is a growing tendency to favor that association with these matters, and it gladly welcomes all such contributions. There is, therefore, no occasion for those of us who are searching for an outlet for our erudition to hide our light under a bushel. Accepting this condition, towards what then should this association direct its energies? Let the answer be most concise. *Legislation and Trade Interests.*

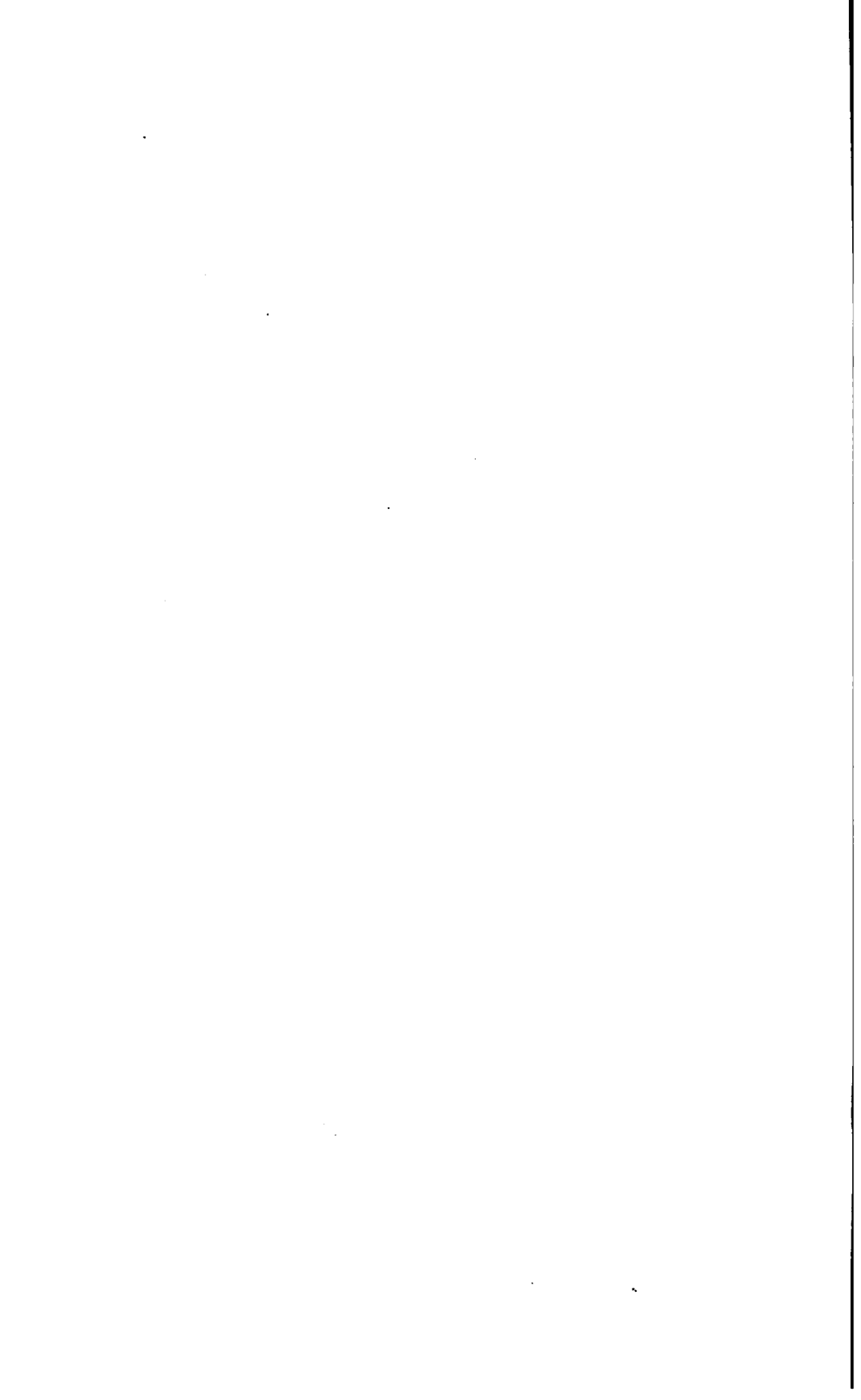
### LEGISLATION.

Do not misunderstand me. When I say legislation, I mean no legislation. As a rule, the less we have the better. The budding statesman always recognizes us as legitimate prey and with the greatest complacency undertakes to regulate a profession of which he knows nothing.

On the other hand, we cannot too heartily appreciate and remember the many just and clear-headed members of both Senate and House



WALTER H. GALE,  
PRESIDENT.



who are always found on the right side and whose integrity and justice stand as a wall between the pharmacist and imposition. If this association had no excuse for existence but the prevention of unfavorable legislation, it would merit the hearty support of every druggist in the state. Each year it is instrumental in preventing the passage of measures which would work to our great disadvantage. Your present committee on legislation, ably seconded by friends in both branches, has blocked measures, the passage of which would have cost the druggists of this state thousands of dollars. We are all deeply indebted to this committee for its vigilance, tact and hard work. In Pennsylvania last year, the State Pharmaceutical Association opposed and defeated many similar measures. Of New York, the same story might be told. In Massachusetts, the number of obnoxious measures defeated by the State Pharmaceutical Association was over thirty; and so on. Our friends at Springfield were less industrious, but were by no means dormant. I commend this feature of the work done by the State Pharmaceutical Association to your thoughtful consideration. Do not underestimate it. I make this particularly prominent that the druggists of Illinois may awake to a realization of what the results accomplished by the Illinois Pharmaceutical Association in this respect mean to them individually.

#### TRADE INTERESTS.

When you speak of trade interests you refer to something impersonal. When you speak of putting money into a man's pockets, you come down to hard, practical facts and to the individual. The work being done by this association in connection with the National Association of Retail Druggists to better trade conditions is daily becoming productive of results. The plans which you have formulated are practical. They work. The time for chasing rainbows has gone by. You are after results, and you are getting them. The process is simple; *Organize*; Find out what you want; ask for it.

#### ORGANIZATION.

The Illinois Pharmaceutical Association is affiliated with the National Association of Retail Druggists. All members of our association are therefore members of the national organization. This is one reason why every druggist in the state who is not a member of the National Association of Retail Druggists through some local organization, should be a member of the Illinois Pharmaceutical Association. Those who are not, are blind to their own interests. I make this assertion boldly and emphatically. Join this organization and lend the weight of your influence to the common cause and the value of your presence to its councils. You say it is a waste of time and money to belong to the Illinois Pharmaceutical Association. Do



you suppose for a moment that the wretched and iniquitous stamp tax, arbitrarily saddled onto us would have been so soon removed if this and similar bodies of wide awake, aggressive men had not fought the fight and won it? And more: I predict that when all druggists of this land stand shoulder to shoulder as one man, it will take a bigger war than we waged with Spain to force such another injustice upon us.

Skilled labor has long recognized the power and benefits of organization. Capital has recognized it. We recognize it, do we not? Look at the army of druggists from Portland, Maine, to Portland, Oregon; from Duluth to Galveston—organizing, getting together, feeling their strength.

And that brings us to the second step. Find out what you want. That seems simple enough, but we all know it is most difficult. We feel our strength and therein lies our peril. Let this fact sink deeply into our minds. Attempt nothing unjust, attempt nothing unreasonable. The first step beyond what is just, beyond what is logically right, is a misstep. Therefore, at this point, good, sound common sense is invaluable, and that you have. There are many evils to remedy, and the patent medicine evil is by no means the worst. I do not propose to go into this part of the subject. Suffice it to say that the Illinois Pharmaceutical Association stands ready to mitigate these evils in connection with the National Association of Retail Druggists, and expects every druggist in the state to stand back of it. This is the work before us, and these are some of the reasons why the membership of our association should increase and will increase. It is not expected that every druggist will be able to attend these meetings, but I maintain that there is not one in Illinois who can afford to withhold the influence of his membership. Not as a matter of patriotism or sentiment, but as a cold-blooded business proposition. And remember, the work we have to do is not all before us, but much of it already accomplished. We will have the pleasure, a little later, of listening on this point to the address of our national secretary, and of hearing Brother Straw tell what has been done in the great city of Chicago.

Do not imagine because there is no trade war in your neighborhood, that no benefits will result from getting together and working in harmony. There are local abuses which you can correct. There are constantly arising menacing conditions which you can counteract. Let us all stand together, upholding our interests, guarding jealously our profession and saying "hands off" to those who would encroach upon our rights.

#### NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

The National Association of Retail Druggists is doing a great work. Practical benefits are resulting to each and every one of us as a result of this work. It needs our support; it deserves our support, and I think I voice the sentiments of all when I say it shall have our

support. In this connection permit me to emphasize the importance of demanding proof from all salesmen who come to you for your assistance and influence in introducing or pushing their goods, that they, their methods and their prices have the endorsement of the National Association of Retail Druggists, as evidenced by a card to that effect. Ask to see their card. If they have none, tell them to get one and grant no audience until they do. In this way, and in this way only can we demonstrate to the manufacturers that we do not propose to advance their interests unless they conserve ours.

I would urge the adoption of a resolution endorsing most heartily the work of the National Association of Retail Druggists and the tripartite plan, and instructing our treasurer to forward to the treasurer of that body the annual assessment of 50c for each active member of our association not already affiliated with the National Association of Retail Druggists, through some local organization, and that your new president be authorized to appoint delegates to the convention of the National Association of Retail Druggists to be held at Buffalo, next fall, in the ratio of one delegate to each one hundred members of the association, and one for a fraction of a hundred members.

#### BOARD OF PHARMACY.

The Board of Pharmacy is doing all in its power to better the conditions of pharmacy throughout the state. It is to be regretted that the appropriation sought last winter failed to pass. As you know, the board is seriously handicapped for funds in prosecuting violators of the law throughout the state, most of whom are not druggists. I earnestly recommend that we persistently ask for an appropriation to make this work more effective.

The course of the present board in requiring a higher standard of education in candidates for registration, is a long step in the right direction, and we should join hands with them in constantly striving to advance the educational requirements of pharmaceutical candidates in Illinois.

#### BOARD OF PHARMACY VACANCIES.

The state pharmacy law provides that: "The Illinois Pharmaceutical Association shall annually report directly to the Governor, recommending the names of at least three persons whom said association shall deem best qualified to fill any vacancies which shall occur in said board."

Article 8 of our by-laws makes provision in conformity therewith.

Inasmuch as our voice in this matter has received but scant recognition for some time past, I recommend that this body respectfully call the attention of our new Governor to these provisions.

I do not wish to be understood as objecting to any of the present

incumbents. The board has our entire confidence and deserves it. It has done good, hard, conscientious work, but there is a principle at stake and we wish to be recognized. The resignation of Mr. Jewett, which we all regret, brings this matter prominently to the front at this time. Concerning this, on May 23rd, I sent the following communication to Governor Yates:

"CHICAGO, MAY 23, 1901.

*Hon. Richard Yates, Governor of Illinois, Springfield, Illinois.*

DEAR SIR—I take the liberty of writing you in connection with the appointment of a successor to Mr. Jewett on the board of pharmacy. Inasmuch as Section 8 of the pharmacy law provides that "The Illinois Pharmaceutical Association shall annually report directly to the Governor, recommending the names of at least three persons whom said association shall deem best qualified to fill any vacancies which shall occur in said board," and as our annual meeting occurs on the 11th of next month, I would respectfully suggest that your Excellency defer this appointment until after said meeting. It is hoped you will not only be able to do this, but that you may be able to make your appointment from the list submitted by the association. Such a course would certainly contribute largely to the influence of the Illinois Pharmaceutical Association, and its power for good.

Respectfully,

WALTER H. GALE, *President.*"

So far as I know, this vacancy has not been filled and I recommend that action be taken at this meeting conforming with the suggestion in the above letter.

AMERICAN PHARMACEUTICAL ASSOCIATION.

The attention of the association is called to the following letter received from Dr. H. M. Whelpley, Local Secretary of the American Pharmaceutical Association:

"ST. LOUIS, MO., May 22, 1901.

*Mr. Walter H. Gale, Chicago, Ill.:*

DEAR SIR—A close relationship exists between the A. Ph. A. and state organizations. They both work for a common purpose—the advancement of the profession. The more active members of the A. Ph. A. are usually especially interested in local associations and we look to the state societies for desirable new members.

I trust that you will decide to call special attention to our association in your annual address and urge upon the members the desirability of having your state still better represented in the A. Ph. A. We will be glad to have a large delegation present at the St. Louis meeting.

Very truly,

H. M. WHELPLEY,  
*Local Secretary A. Ph. A.*"

It is hoped that we will be well represented at this meeting, which will be held Sept. 16th to 21st, and to that end I suggest the appointment of a special committee of five to look after the A. Ph. A. interests in Illinois and co-operate with the local committee of arrangements, with a view of increasing our representation at that meeting.

#### THE NEW PHARMACY LAW.

Your committee on legislation will make its report on the work accomplished. While we were unable to obtain all we desired, the new law is in many respects much more satisfactory than the old one, and paves the way for still more desirable conditions in the future.

#### STATE FOOD LAW.

The act creating the office of State Food Commissioner was passed in April, 1899, but the penalties of the act and prosecutions under same were suspended until the first day of July, 1900. Consequently the act has been operative less than a year. For the most part its provisions are not of especial interest to the pharmacist, but there are a few points which we would do well to bear in mind. A very complete and instructive report has been issued which the Commissioner is glad to furnish upon request. I quote briefly from this report as follows:

Cream of Tartar, number samples analyzed, 11; number adulterated, 2					
Lemon Extract,       "       "       "       34       "       "					27
Vanilla Extract,     "       "       "       26       "       "					20
Olive Oil,            "       "       "       25       "       "					13

These samples were all procured from grocers.

Of over thirty samples of cream of tartar bought in the open market from druggists, all were found pure. A suggestion made by Dr. Eaton, the very capable and efficient State Analyst, commends itself at once to the thoughtful pharmacist, namely, that a guarantee of purity be required from the jobber or manufacturer when ordering articles liable to adulteration.

The state food law is for the protection of the public and not for the purpose of disturbing honest people, and under the present Commissioner is being interpreted and enforced in that spirit. We would do well to give it our hearty endorsement

#### THE SALE OF NARCOTICS.

But what shall we say of the watchful, tender and paternal care which punishes a man for skimming his milk and putting Tonka Bean into his Vanilla Extract—and rightly so—yet allows our stringent law against the sale of soul destroying narcotics to go un-enforced?

This law is violated openly, and wickedly, daily and hourly. The resulting evils are terrible and far-reaching.

It is said that in Chicago, on State Street between Harrison and 20th streets, three hundred ounces of cocaine are sold every month to frail humanity. This is an appalling condition of affairs and one that should receive consideration at our hands.

Our state law regulating the sale of this and similar articles is very comprehensive. Section 1 reads: "That it shall not be lawful for any druggist or other person to retail, or to sell or to give away any cocaine, hydrochlorate or other salt of, or any compound of cocaine, or preparation containing cocaine or any salt of, or any compound thereof, excepting upon the written prescription of a licensed physician or licensed dentist, licensed under the laws of the state, which prescription shall only be filled once."

The penalty for violation of this law is a heavy fine or imprisonment, or both.

The enforcement of this law rests not with the Board of Pharmacy nor with the Pure Food Commissioner, but with the State's Attorney. I earnestly urge practical suggestions along the line of compelling its enforcement.

In Pennsylvania, a bill has been introduced containing this provision concerning the sale of narcotics:

"No person shall sell or furnish morphine or its salts; cocaine or its salts; opium or any preparation containing 10 per cent. or more thereof; or chloral hydrate, to any person known to be addicted to the habitual use of any of these articles as a narcotic, nor to any person when written notice has been given to the proprietor or manager of the store or pharmacy, that such person is addicted to the habitual use of any such article as a narcotic."

This seems to be an admirable solution of the cocaine and morphine evils, so far as any law may solve them.

The placing it within the power of any friend or relative to shut off the supply by written notice should be very effective. Some penalty, however, should attach—scarcely any punishment would be too severe. I hope this matter will receive your earnest consideration.

#### HISTORICAL.

The Veteran Druggists' Association of Illinois has undertaken the compilation of a history of pharmacy in this state. Mr. Albert E. Ebert, the god-father of Illinois pharmacy, has been appointed historian, and the work is being carried on thoroughly and exhaustively. When completed, it will furnish a very interesting mass of data and reminiscence. This work is one in which we are all interested and I bespeak for it your hearty support. Notices will be sent out in due time.

In conclusion, permit me, in the name of the association, to thank my brother officers and the various committees, for the thought, time





R. N. DODDS,  
SECRETARY.

and work they have so freely given to the interests of the Illinois Pharmaceutical Association for the year past, and to express to you all my profound appreciation of the honor you have conferred upon me. (Prolonged Applause).

VICE-PRESIDENT SWANNELL—The usual procedure is to refer the address of the president to a committee of three. If there are no objections such will be the action of the chair. I will appoint on the committee Messrs. W. O. Steinmeyer, of Carlinville; G. Henry Sohrbeck, of Moline, and J. H. Keeling, of Rockford.

THE PRESIDENT (resuming the chair)—The next in order is the report of the secretary. We will now hear from Mr. Dodds.

### Report of Secretary.

SPRINGFIELD, ILL., JUNE 8, 1901.

*To the President and Members of the Illinois Pharmaceutical Association:*

GENTLEMEN—I have the honor to submit herewith my report as secretary from June 15, 1900, up to and including June 8, 1901.

Immediately after our last annual meeting the report thereof was prepared for publication, the contract for printing being given to the Pantagraph Printing & Stationery Co., of Bloomington.

The printed report was mailed to the members of the association about November 1. It was through no fault of the secretary that the report was not ready by October 1, the delay being caused in the printing office.

Advertising contracts were made with none but reliable firms, the receipts from this source amounting to \$495. During the time covered by this report the association also received \$100 from the State Board of Pharmacy, to apply on the account of the Pantagraph Printing Co. for printing the report of 1898, making a total of \$300 received from the State Board on this account. The balance of the old account, \$151.75, was paid from the funds of the association. The change of the association year from the fiscal year beginning June 1 to the calendar year beginning January 1, thus making it conform to the board of pharmacy year, has proven a wise move. Before this change was made much explanatory correspondence was necessary. Now that our year is the same as that of the board of pharmacy, there are but few inquiries upon this subject.

At the time our last meeting was held our membership in good standing numbered 669. To hold this membership and at the same time secure additional names, has been the special effort of your secretary.

Three names were dropped from the rolls, as per the terms of the resolution adopted at our 1900 meeting, providing that all names on the roll of regular or associate membership not those of registered



pharmacists in the state of Illinois, be dropped, subject to reinstatement at the pleasure of the association; fifteen old members paid their dues before the close of the year 1900, thus restoring them to full membership; 119 new names were added to the rolls; 15 have died and 7 withdrawn, leaving 778 names on our books at the present time. Of this number, 640 have paid their dues for 1901, leaving 138 still in arrears. Before the year is closed we hope to receive remittances from a large number of those who have not as yet paid. In addition to the 640 names now on our rolls who have paid, five who have since died, and one who later withdrew from the association, remitted their dues to the secretary.

Following is a list of the 119 new members:

#### NEW MEMBERS.

Ackerman, Geo. H., Chicago.	Dawson, Rich., Colfax.
Anicker, W. J., Pekin.	Dietz, John, Chicago.
Anthony, Geo. A., Kewanee.	Dodge, F. W., Chicago.
Aschermann, Gus. S., Chicago.	Doty, V. P., Hampshire.
Avery, Chas. H., Chicago.	Emmert, Jos., Freeport.
Bader, H. F., East St. Louis.	Fastabend, F. B., Chicago.
Barwig, Geo. B., Chicago.	Fenne, L. N., Chicago.
Behrens, W. B., Chicago.	Flexer, A. W., Joliet.
Bellack, B. H., Chicago.	Frank, Sol. P., Chicago.
Benson, A. J., Chicago.	Garrison, H. D., Pearl.
Biermann, Wm. H., Chicago.	Gfroerer, Geo. S., Chicago.
Bilz, Michael A., Chicago.	Grace, J. H., West Salem.
Boe, A. M., Chicago.	Graham, S. A., Waynesville.
Bollinger, Geo., Chicago.	Halsted, R. L., Rock Falls.
Boring, A. M., Carlinville.	Halverson, R. M., Chicago.
Brabrooke, W. A., Chicago.	Hartke, E. A., Chicago.
Bradford, R. F., Pontiac.	Heald, Jas., LaGrange.
Brauns, Gustavus, Chicago.	Heimbeck, E., Moline.
Bray, John F., Joliet.	Hitchcock, E. T., Chicago.
Brunn, H., Chicago.	Hoffman, G. F., Pesotum.
Burger, Jos. A., Chicago.	Holthoefer, H. J., Chicago.
Case, Geo. E., Princeton.	Houser, C. F., Lena.
Chwatal, John J., Chicago.	Hoyt, J. W., Chicago.
Clayton, C. E., Pawnee.	Jacobs, John C. A., Chicago.
Colburn, E. G., Chicago.	Jacobus, P. W., Chicago.
Cole, A. C., Chicago.	Jungk, Chas., Chicago.
Conrad, John, Chicago.	Kasper, Albert, Chicago.
Cox, Wilbur, Rockford.	Kellett, F. H., Chicago.
Cress, Chas. E., Chicago.	Kline, John L., Milledgeville.
Crill, Ellsworth E., DeKalb.	Krevatshy, G., Chicago.
Daniels, A. K., Ludlow.	Ladish, E. H., Chicago.

Lake, C. C., Chicago.	Schaper, H. F., Chicago.
Lange, Chas., Chicago.	Schmidt, Louis E., Chicago.
Lauber, B., Chicago.	Schreiner, Albert, Chicago.
Ledford, Geo., Harrisburg.	Schreiber, Darwin, Tell City, Ind.
Lewis, A. W., Pulaski.	Schoettle, Geo. C., Collinsville.
Lynch, John, Chicago.	Schlueter, A. G., East St. Louis.
Macy, E. B., Chicago.	Seely, A. T., Yorkville.
Marshall, Wm., Rock Island.	Seibert, D. P., Chicago.
Matthews, Chas. E., Chicago.	Seymour, Geo. A., Dwight.
Mercer, W. E., Plainville.	Seymour, Mrs. M. D., Dwight.
Miller, Albert, Chicago.	Shaffer, L. C., Kingston.
Moberg, Arthur, Bloomington.	Sollitt, Thos. W., Chicago.
McDonald, C. W., Aurora.	Sorrow, G. F., Chicago.
McInnes, F. C., Auburn.	Spring, C. M., Beardstown.
Neubert, C. F., Chicago.	Stolz, O. G., Chicago.
Norton, P. S., Chicago.	Stolz, E. H., Chicago.
Oglesby, Geo. D., Chicago.	Stout, Arthur, E. Normal.
Oswalt, Chester G., LaFayette.	Stucker, Henry, Chicago.
Parker, Chas. V., Harrisburg.	Thorsen, A. C. Chicago.
Patterson, H. B., Chicago.	Tonnesen, C., Chicago.
Pemberthy, I. E., Blue Island.	Uhrick, P., Blue Mound.
Pettersen, J. M., Chicago.	Ullemeyer, W., Rock Island.
Rettberg, John, Peoria.	Villum, Thos., Chicago.
Ritter, J. H., Chicago.	Warhanik, E. M., Chicago.
Rose, Herman L., Columbia.	Wickert, Paul, Chicago.
Rosenthal, J., Chicago.	Woltze, John, Chicago.
Rossmann, Parmer, Oak Park.	Wright, Geo. R., Mineral.
Roth, A. A., Chicago.	Yates, Herman, A., Chicago.
Rudnicki, Jos., Chicago.	

## RECEIPTS.

The receipts by the secretary during the year have been \$1,341, the largest one year's receipts in the history of the association. In addition to this amount, \$13 was received by the treasurer as interest on the permanent fund, making a grand total of \$1,354. Following is a detail of the receipts by the secretary:

From Dues.....	\$746 00
From advertising..	495 00
From State Board of Pharmacy .....	100 00
Total....	\$1,341 00

## DISBURSEMENTS.

The disbursements have been \$1,057.38, of which the following is a detail:

## Voucher

No.		
82	K. F. Briggs, clerical services.....	\$15 00
83	Beardsley & Co., premium on bond of treasurer.....	7 50

## Voucher

No.		
84	T. V. Wooten, secretary; assessment for N. A. R. D., as per resolution adopted at annual meeting, July, 1900.	82 50
85	Annie G. Springer, assistance rendered secretary in securing advertisements.....	10 00
86	Mrs. Ida Watson, assistance rendered secretary in securing advertisements.....	2 30
87	R. N. Dodds, secretary; freight on reports and postage for mailing same.....	45 00
88	Pantagraph Printing & Stationery Co., printing 21st annual report.....	214 83
89	H. W. Rokker Co., printing circulars, envelopes, cards, etc.....	28 75
90	Edw. F. Hartman Co., 1,000 large envelopes.....	10 00
91	R. N. Dodds, secretary; postage, express, telegrams, etc.	10 00
92	R. N. Dodds, secretary; salary from June 1 to December 1	150 00
93	Pantagraph Printing & Stationery Co., on account of printing 19th annual report.....	100 00
94	Geo. C. Bartells, treasurer; book, postage and exchange	3 00
95	H. W. Rokker Co., 5,000 envelopes, 4,500 voting cards...	18 50
96	Edw. F. Hartman Co., index and seals.....	2 25
97	Pantagraph Printing & Stationery Co., balance on account of printing 19th annual report.....	151 75
98	R. N. Dodds, secretary; postage and exchange....	10 00
99	A. M. McPherson, services rendered secretary in sending out voting cards, collecting dues, etc. ....	25 00
100	R. N. Dodds, secretary; amount paid Western Passenger Association for services of special agent at Rock Island meeting.....	11 00
101	R. N. Dodds, secretary; postage, telegrams and exchange	10 00
102	R. N. Dodds, secretary; salary from December 1, 1900, to June 1, 1901.....	150 00
Total.....		\$1,057 38

Respectfully submitted,

R. N. DODDS, *Secretary*.

THE PRESIDENT—What is your pleasure with regard to this report? I would suggest that it might be a wise plan to refer the reports of the secretary and treasurer to the same committee. If that meets with your approval we will do nothing with the report of the secretary at present, as Mr. Bartells, our treasurer, has not yet arrived.

The report of the executive committee is the next upon our program. There are a number of members of the executive committee who are not with us this morning but who will be here this afternoon. Possibly it might also be well to carry this report over to the afternoon's session.

On motion of Mr. Bodemann the reading of the report was postponed to the afternoon session.

THE PRESIDENT—Prize Essays is the next topic. As you all know, the interest on the fund that is held by our treasurer is to be devoted

annually as a prize for the best essay, the subject to be determined by the executive committee. At the meeting of our executive committee last December this matter was taken up and the subject selected was Trade Interests. This is a subject in which we are all interested; and while it is the intention of the association, as I understand it, not to take up the time of its meetings with scientific and theoretical discussions, it would seem to me that if we have any essays on this subject, inasmuch as this other work has been carried over until this afternoon, it might be well for us to listen to them now.

I do not know of any one present who has an essay to submit except our friend, Mr. Bodemann, who tells me that his pen has run riot on this subject, or something of that kind. I would suggest that we give Mr. Bodemann an opportunity of exploiting his views. If this meets with your approval I will call upon him to give us another one of his always interesting speeches. Please come forward Mr. Bodemann where we can see and hear you.

### Prize Essay on Trade Interests.

BY W BODEMANN

Most papers presented at conventions are written for some particular purpose; some for the glorification of the author, and some for the purpose of getting even with some other fellow. In some papers I have been unable to discover any purpose whatever. This paper has only one purpose and excuse for its appearance, and that is to get the prize of \$15 offered by your executive committee. The subject selected by this committee is Trade Interests.

I have had the pleasure of looking over a great many trade interest papers, some of them being without any interest whatever, but merely long lists of market quotations, fluctuations in prices, etc. I ask leave to be permitted to cover a wider field than figures and statistics.

I firmly believe that at present there is nothing of so great importance to the retail pharmacists as our successful battle for lost ground. We surely have lost ground, although perhaps not as much as some calamity howlers try to make believe. As long as I can remember, and my United States' memory runs back for 34 years, I have observed that at all times somebody would bemoan the conditions of the present and praise the situation of 15 years ago. But having a good memory, I well remember that these same, identical, pessimists 15 years ago were complaining just as bitterly then as they are now. They now want us to believe that 15 years ago everything was lovely. I see them before me vividly as they appeared 15 years ago, and what do I behold? They were then just as pessimistic as they are now, and all they could say was that times were hard, but much better than 15 years ago. Therefore it is to the greatest interest to our ranks not to lose hope, but to be cheerful. Let us all unite, one and everybody, in

the most loyal, hopeful, self-sacrificing support of that one anchor of hope, the N. A. R. D. I know of nothing of such vital importance to the drug trade as the royal battle now being waged by our great combination of forces represented in this N. A. R. D. We can make up our minds to one thing as indisputable, and that is, if our present efforts for a powerful representative central national organization should fail, we will never see the day when as much as an effort for such a body will be renewed. We of Illinois should be particularly proud of the N. A. R. D., as it is an Illinois product, born and raised in this glorious state.

My next subject of interest is the pharmaceutical press. The press is mightier than the sword. Give the pharmaceutical press your loyal support and your best thoughts. You can do it if you only say "I Will." Not all writers need be editors, nor all editors good writers. Some of them write by the yard because they have to, and not because they have something on their minds to write about. Whenever you have an idea to promulgate, do not hesitate, do not be timid, but pick up your pen and write just as you think and feel, to your journal. In this way only can we get at the best thought and bring out new ideas. Cultivate this habit and you will soon be a better writer, and, what is worth more, a better and more careful reader of the pharmaceutical journals.

My next point of interest is the apprentice. Gentlemen, here lies the rub. Many of our present afflictions are due to the fact that we have been careless, if not reckless, about the new crop of pharmacists. Our ranks have become not only overcrowded, but overcrowded by undesirable, incompetent, unscrupulous material that resorts to peanut stand tactics in order to get a "scoop" on competitors. Increase your ranks by men who believe in worth and merit, and you will find that such men will stand on their dignity. They will not allow the public to kick them around like slaves, nor the medical profession to totally disregard pharmaceutical skill and thoroughness. One of the most important points you should always bear in mind is to not allow unschooled boys to act as your apprentices. Although it may be a task on your time and patience, you should take the trouble to give your apprentices such a training as can only be had behind the prescription counter under intelligent preceptors. During the dull hours of the day and evening take your apprentice in hand and show him how to make pills, powders and different preparations. Last, but not least, give him problems to work out in arithmetic, percentage, doses, and acquaint him generally with the metric system. Let there be a pharmaceutical community of interests between the active pharmacist, the colleges and the boards of pharmacy; let these three agencies join hands to make the future pharmacist a more competent, more self-respecting, more reliable quantity.

If you will permit me to refer to my experience as examiner of apprentices for registration, I can assure you that I, and for that matter, all my colleagues on the board, have very slim occasion to go into the applicant's knowledge of pharmacy, botany and chemistry. Our experience shows a pitiable condition of affairs. What is the use to examine a candidate in theoretical pharmacy, when we find that he is unable to figure out how much morphine is necessary to make 2 ounces of a three per cent. solution; or how much strychnine there is in each pill if you use one-third of a grain in 24 pills? Such incompetents ought not be admitted to examinations; ought not be permitted to enter colleges; nay, ought not be permitted to apprenticeship in a decent pharmacy. You can no more raise peaches on a huckleberry bush than you can make a good pharmacist out of a boy unfit to figure out the simplest problem in arithmetic.

Let all good and true pharmacists who have the future of their profession at heart, join hands with our colleges and boards to raise a better stock of young pharmacists than has been our lamentable habit in the past.

Another point, and one of direct financial and commercial interest, is association work. The average attendance at our meetings goes to show that the value and importance of our associations are not appreciated as they should be. Charity commences, or ought to commence, at home. So with association work. Every druggist, no matter in what humble village he may live, should constitute himself a committee of one, visit his neighbors and get the home circle started. It is said of the druggists, and I believe truthfully, that a majority of us are narrow and biased in our views. How can you expect a man to be broad and generous if he does not get away from his counter, but sticks to it year in and year out? Let the druggists throughout the land get away from their daily surroundings once in a while, exchange opinions, "swap" stories with their fellow druggists, and what will be the result? By forming the acquaintance of your neighbors you will find that it is possible to agree on a price schedule that will afford you a living profit. Indeed, we have seen it demonstrated. A little band of druggists in Chicago got together, agreed that they would all charge 50 cents for a pint of alcohol, instead of 40 cents, and several of these druggists at the end of one year were over \$100 ahead on one solitary item of their sales. Such results can be, and are had, the secret of it being local organization. You should join your local association, agitate its affiliation with the Illinois Pharmaceutical Association and the N. A. R. D., and the battle is yours.

While on the subject of associations, I would like to go on record as an earnest supporter of drug clerks' associations. Let the clerks learn by experience what association work can accomplish, and the clerk of today will be an enthusiastic supporter of associations when

he becomes an employer. Employes and employers can only be benefited, by supporting, each in their way, a good strong association. Our interests are in common and both classes should work for the common good of pharmacy.

Attendance at association meetings is a powerful promoter of the welfare of pharmacy and pharmacists. It combines pleasure with business. The average man can do much better work if he gets out of the rut occasionally and finds out how others regard him. Life is short, and the time to do things is while you are young. Don't live like a clam, but get out of your shell; get a "move on you" and mix up with your brethren.

By referring to your circular announcement of this meeting I see that you established a maximum and minimum limit of words for prize essays. If I have exceeded the limit, you are at liberty to drop any sentence or set of sentences you may choose. I dare say that such action will not in the least curtail the charm of my effusion. If I have not reached the minimum limit, give me 10 minutes grace and I will fill it up.

I am after the prize, Mr. President, and close by moving the appointment of a committee, of which I shall be the chairman, to award the \$15 to the best paper. I gave a wealthy friend of mine, who was anxious to have me attend this meeting, an "I O U" for \$15. Only by getting this prize will I be able to take up this obligation and pay expenses at this meeting, as suggested in your circular. (Laughter and prolonged applause).

**THE PRESIDENT**—I understand that Mr. Stuchlik also has a little essay in which he wants to show us how the game is played. We will now have the pleasure of listening to him. If there are any more essays I presume they will have to be deferred, as it is now 11:30.

### Prize Essay on Trade Interests.

BY JOHN STUCHLIK.

A learned physician told me not long ago; that "he is twice a man who spoke more than one language." That is the condition of the art and science of pharmacy, which demands that the pharmacist of the present generation be twice a pharmacist.

Taking it for granted that the pharmacist of to-day is competent and possesses a mastery of his vocation, coupled with all the necessary adjuncts, namely, ability, intelligence, capital, the arrangement of his store as regards its neatness and cleanliness, prudent purchasing, economy and a good location, all these are not sufficient for the modern pharmacist. The present condition is such that the pharmacist must advertise. Advertising has been defined as the art of attracting attention to your business in such a manner as to inspire confidence in your goods, your prices and your business methods.

The methods employed in attracting customers are so many that I will enumerate only those that I have found to be the most profitable at our stores. A profitable and inexpensive method of advertising is by vigilant attention to your windows. Display your preparations generously with appropriate prices and placards and keep your windows scrupulously clean. Keeping your windows clean and artistically arranged requires work; but if you want results you must make window dressing your hobby. The results from this inexpensive method of advertising will be beyond your expectation. Circulars distributed from house to house are effective, and can also be made effective and attractive by having a number of them framed and hung in the stores of your neighboring business men. Booklets are a profitable method of advertising, but they lose their effectiveness when not distributed or mailed with samples. A scheme of advertising that is quite popular is the use of premium tickets. Newspapers charge such high rates that it is profitable only to druggists whose stores are centrally located and easily accessible by all street railways. Newspaper advertising may be resorted to in introducing a specialty. This, however, will lead you into the patent medicine traffic. Fortunes have been lost through the folly of pharmacists in not pushing aggressively their own preparations. Let your individuality be felt by your politeness, and by rigid rules of making a profit on your goods at fair prices. The successful pharmacist is he who improves his methods and keeps the public constantly impressed with his enterprise.

Advertising should be made a special department in your store. The present conditions demand that you ever be on the alert to the body politic, namely, the public. I believe that the most reliable way of doing business with the public is by cash transactions. Keeping accounts involves much labor, time and expense. The argument that if you refuse credit to your customers they will be offended, is in reality not the case, because it is only those who do not expect to pay at all that will feel offended. Be polite and give unfailing and uniform courtesy to the public, especially to the ladies and children. The public prefers to deal with a man who has character and intelligence, rather than with one who is slovenly and ignorant. Put on an air of business, but do not attempt to soar too high. If you do it will embarrass you in many ways as was the case of a snobbish young man who stopped at a grocery store and purchased a little tin box of ground mustard and asked to have it sent home, although he was going directly there. A large four-horse truck (tandem) was loaded with the box of mustard with as much show as if it had been a hogshead of molasses. The driver drove up to the front door of the young man's residence, backed up his truck to the sidewalk, rang the door bell, called the gentlemen to the door, and charged thirty-seven and a half cents for the job. The display in front of his residence did not add to



his happiness in the least for his amused neighbors enjoyed the show better than a first-class circus parade.

We put up with a great deal from the public, yet we should feel grateful that they do not make it worse; in fact, it is a boon to us. The proverb is that he who wrestles with us strengthens our nerves and sharpens our skill: "Our antagonist is our helper."

The present demands of you that your relations with the physicians be the most intimate and friendly. There is a growing sentiment among physicians to look with disfavor upon the pharmacist who "substitutes." I find that even though I gain their consent to dispense a preparation the equal of any proprietary, they are better pleased and satisfied when I dispense the article from original containers. The physician is the druggists' greatest benefactor in many ways. You can be sure, if he looks with respect upon your ability, that he will recommend to his patients that they have their prescriptions compounded by you and make their necessary purchases from you. Be fair with him in all your transactions and sell him the best at cost price. Physicians are very critical and will tolerate no frivolity. I know of an instance where the carelessness of a clerk cost the druggist many a dollar and considerable worry. In relating the incident to me the physician said he had an important operation to perform and wrote a prescription for cotton, antiseptic gauze and oiled silk. The clerk finding that he was out of gauze in yard packages, cut from a five yard package the necessary quantity. When it was delivered to the physician he noticed adhering to it particles of dust. Making no mention of it, with much gravity, and in the presence of his colleagues, he baked the gauze in the oven at the patient's house. His story of the clerk's carelessness made me feel that eternal vigilance is the price we must pay in order to gain their confidence and good will. You can afford to be generous to the physician, for he is the person with whom the pharmacist should form the strongest ally.

The curtailment of profits on patent medicines has wrought anxiety among druggists as never before, and we find ourselves looking about for articles to sell which are legitimate. There are side lines which a pharmacist can carry in stock which will enable him to swell his receipts. Among the many that I have found profitable are shoe polishes and stains. When I put in this side line of various polishes I thought that I would not be able to sell them. One day, however, not knowing of an appropriate window display I thought that anything would do until I could get time to devise one, so I hurriedly arranged shoe polishes with price cards. The few days of the display had a remarkable effect. People bought shoe polishes in such quantity that I had to order a larger stock. In time I created such a demand that now I find the side line of shoe polishes more profitable than the side line of cigars.

Side lines that are profitable are photographic solutions, chemicals and supplies. The selling of photographic material is so kindred to the pharmacist's vocation that it is a legitimate side line. A side line that is highly profitable is the fitting of spectacles. This requires considerable study and care, yet any intelligent pharmacist can get a sufficient knowledge in three months to start him out as an optician. A pharmacist who is an enthusiastic optician informs me that the side line of spectacles is so profitable to him that he intends to give up the drug business. We are living in an era of progress and the advance is so rapid that we are at times bewildered.

I am a believer in organization for mutual protection and profit. By our combined strength we are able to educate the people up to the point that druggists are men of education, ability and character. In Chicago we are organized, have a code of rules and regulations, and can dictate terms. This combined strength is due to the N. A. R. D. Through the medium of this association the trade conditions in many districts in Chicago have been adjusted and the proprietors are now making a better profit. Not only are they making more money, but the knowledge gained at their conferences is invaluable. There are, however, some complaints which the N. A. R. D. has failed to consider, notably, in adjusting the scale of prices a few have to suffer. It is so in my case. I do not believe that it is good policy to advance the price on a ready selling article that has been cut to cost by the department stores, and which is made a leader by them. At one time we sold a 35 cent article for 25 cent and had quite a run on it. As soon, however, as we advanced the price to 30 cents the sales of it decreased and it is now considered dead stock. I believe that the public will buy the so-called leaders from the druggists, when sold at a few cents above cost, but when sold at regular prices they prefer to buy them elsewhere.

The National Association of Retail Druggists is of great benefit to the pharmacist. It is to him what an insurance company is to a poor man—its protector.

Of inestimable value to the pharmacists also are the annual meetings of the Illinois Pharmaceutical Association. Their value cannot be judged directly, since they wield their greatest influence indirectly. The discussions at the meetings are stimulating and educating. At them you are brought into contact with the foremost men of our profession. I well remember the first meeting of the Illinois Pharmaceutical Association that I ever attended. It was held in the vicinity of Alton and the knowledge gained at that meeting will be of lasting benefit to me. My trip through the works of the Illinois Glass Company upon that occasion was a great educator. The knowledge we gain at these annual meetings of the association is not confined to our own profession. We get new ideas about business in general and return home better equipped for the work in which we are engaged.

I will say in conclusion that the interests of every proprietor of a drug store in the state would be greatly enhanced by his attendance upon the annual meetings of the Illinois Pharmaceutical Association. (Applause).

THE PRESIDENT—Are there any more prize essays to be presented to the association? If so, they will have to be deferred as we have not the time to listen to any more this morning.

These essays will be referred to a committee of three, which I will appoint this afternoon.

MR. W. C. SIMPSON, of Vienna—It seems to me that we should take some action upon the record of our last meeting. I move you that we dispense with the reading of the minutes of the last meeting of the association, and adopt them, as printed.

The motion was duly seconded and carried.

MR. SIMPSON—I would like to offer the following amendment to Article 8 of our by-laws: "Amend Article 8 of the by-laws, by adding thereto the following: The association may elect associate members, whether or not they be active pharmacists or residents of Illinois, by a two-thirds vote of those present. Said associate members shall not have a voice in the proceedings of the association, nor shall they be required to pay dues."

THE SECRETARY—I would also like to offer an amendment to the by-laws. It is as follows: "Amend the by-laws by striking out all of Article 5, and making Articles 6, 7, 8, 9, 10 and 11, Articles 5, 6, 7, 8, 9 and 10, respectively."

THE PRESIDENT—Under our by-laws, these amendments will go over to a subsequent sitting.

The noon hour having arrived, a motion to adjourn until 1:30 this afternoon will be in order.

The invited motion was made and carried and the association adjourned until 1:30.

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## SECOND SESSION,

1:30 o'clock p. m.

The association reconvened and was called to order by the president.

THE PRESIDENT—This morning, owing to the absence of our treasurer, Mr. Bartells, his report was deferred until this afternoon. Mr. Bartells is now with us, and we will be pleased to receive his report.





GEORGE C. BARTELLS,  
TREASURER.

## Report of Treasurer.

*To the President and Members of the Illinois Pharmaceutical Association:*

I herewith present to your body for consideration and approval, if found correct, my annual report as treasurer, for the year beginning July 14, 1900, and ending June 1, 1901. The vouchers paid accompany the report.

It gives me pleasure to be able to report an increase in our balance on hand, with all bills paid to date of statement. The cash on hand in 1899 was only \$63.81, with bills unpaid, which the cash on hand was not sufficient to liquidate. Now in two years all accounts are paid and we have the handsome sum of over six hundred dollars on hand. This excellent condition is mainly due to our energetic and efficient secretary. I am sure the Illinois Pharmaceutical Association will not be slow to appreciate such faithful service.

GEORGE C. BARTELLS, TREASURER,

*In Account With Illinois Pharmaceutical Association:*

1900.

July 14,	To cash on hand, annual statement....	\$ 310 41
July 14,	“ “ permanent fund.....	350 00
July 30,	“ received of Sec. R. N. Dodds...	15 00
Oct. 26,	“ “ “ “ “ .....	110 00
Oct. 27,	“ “ interest on deposit.....	6 00
Dec. 14,	“ “ of Sec. R. N. Dodds .....	483 00
Dec. 19,	“ “ “ “ “ .....	123 00
Dec. 24,	“ “ “ “ “ .....	3 00

1901

Feb. 16,	“ “ “ “ “ .....	437 00
Mch. 28,	“ “ “ “ “ .....	10 00
Apr. 24,	“ “ “ “ “ .....	11 00
May 3,	“ “ “ “ “ .....	128 00
May 7,	“ “ interest on certificates	
	of deposit.....	7 00
May 31,	To cash received of Sec. R. N. Dodds...	21 00

June 1, Total amount of receipts.....\$2,014 41

1900.

July 30,	By voucher No. 82, K. F. Biggs .....	\$ 15 00
Aug. 21,	“ “ 83, C. B. Beardsley & Co....	7 50
Oct. 26,	“ “ 84, T. V. Wooten, Sec. N. A.	
	R. D. ....	82 50
Oct. 26,	“ “ 85, Anna G. Springer.....	10 00
Oct. 26,	“ “ 86, Mrs. Ida Watson .....	2 30
Oct. 26,	“ “ 87, R. N. Dodds, Secretary	45 00
Dec. 15,	“ “ 88, Pantagraph Pt. & Sta..	
	Company .....	214 83
Dec. 15,	“ “ 89, H. W. Rokker & Co....	28 75
Dec. 15,	“ “ 90, Edw. F. Hartman & Co.	10 00
Dec. 15,	“ “ 92, R. N. Dodds, Secretary	150 00
Dec. 21,	“ “ 91, “ “ .....	10 00
Dec. 21,	“ “ 93, Pantagraph Company..	100 00
Dec. 24,	“ “ 94, Geo. C. Bartells, postage	3 00

1901.			
Jan. 16,	"	" 95, H. W. Rokker Co .....	18 50
Feb. 16,	"	" 96, Edw. F. Hartman & Co. ....	2 25
Feb. 16,	"	" 97, Pantagraph Co.....	151 75
Mch. 29,	"	" 98, Postage, R. N. Dodds, Sec. ....	10 00
Apr. 24,	"	" 99, Special Agt. R. R. ....	11 00
May 3,	"	" 100, A. W. McPherson, Clerical Services.....	25 00
May 3,	"	" 101, Postage, R. N. Dodds...	10 00
May 24,	"	" 102, R. N. Dodds, Secretary .....	150 00
June 1,	Amount paid out to date.....		\$1,057 38
June 1,	Cash on hand permanent fund .....		350 00
June 1,	Cash on hand expense fund.....		607 03
			<hr/>
			\$2,014 41

Respectfully submitted,

GEORGE C. BARTELLS, *Treasurer.*

MR. BODEMANN—I move you, Mr. President, that the report of our treasurer, and also that of the secretary, which was submitted at the morning session, be referred to a committee of three, to be appointed by the chair.

The motion carried without debate and the president appointed as such committee Messrs. T. C. Loehr, of Carlinville; John Stuchlik, of Chicago, and Wm. Marshall, of Rock Island.

THE PRESIDENT—Reports of standing committees are now in order. We will first hear from Mr. Loehr, chairman of the committee on board of pharmacy records.

### Report of Committee on Board of Pharmacy Records,

*To the President and Members of the Illinois Pharmaceutical Association:*

GENTLEMEN—Your committee on board of pharmacy records begs leave to submit the following report:

Section 4 of Article 3 of the by-laws, in defining the duties of said committee, says, "The Committee on Board of Pharmacy Records, created by invitation of the Board of Pharmacy, shall, at such time as it shall elect, and at least annually, inspect the records, books and examination papers of the Illinois Board of Pharmacy, and shall annually report their observations to this Association, with such suggestions and recommendations as said committee may deem available."

In pursuance of this section, a majority of your committee in the month of May last, visited the offices of the state board, making a careful inspection and investigation of the method of accounting and inquiring into the manner of conducting the examinations of applicants for registration. We made no attempt to audit and verify the reports of the treasurer and chairman of the committee on complaints

and prosecutions showing the fines collected, etc., believing we could do no better than to accept the report of the expert accountants employed by the board to investigate and report upon these matters. These accountants, Jenkins Hunt & Co., of Chicago, are thoroughly reliable and competent, and their examination of the accounts for 1900, a report of which was made on January 10, 1901, was very exhaustive and complete, covering all items of receipts and expenditures during the time in question. Following is a copy of their report:

"CHICAGO, ILLINOIS, JANUARY 10, 1901.

*State Board of Pharmacy, Springfield, Ill.*

GENTLEMEN—We have made complete and thorough audit of the books, accounts and records of the State Board of Pharmacy for the fiscal year ending December 8, including the disbursements made December 13th, being matters pertaining to the year's business.

We have also audited and verified the reports of the treasurer, of the receipts and disbursements of cash, and of the balance on hand at close of year.

We have also examined and verified the report of the chairman of the committee on complaints and prosecutions, of cases prosecuted, fines collected, appeals taken and of dismissals.

We hereby certify to the correctness of all the foregoing.

Very respectfully submitted,

JENKINS HUNT & Co.,

*Public Accountants, Auditors, etc."*

Your committee finds that the receipts of the board during the year 1900 were \$12,359, and the expenditures \$12,542.64, of which the following is a summary:

#### STATEMENT OF RECEIPTS.

##### *Registered Pharmacists by Examination.*

1900				
Jan.	7	at \$5.00.....	\$	35 00
Feb.	31	" .....		155 00
Apr.	21	" .....		105 00
June	22	" .....		110 00
Oct.	46	" .....		230 00
			\$	635 00

##### *Registered Pharmacists, Sec. 6, Time Service.*

1900				
Jan.	9	at \$5.00.....	\$	45 00
Feb.	7	" .....		35 00
Mar.	1	" .....		5 00
Apr.	9	" .....		45 00
May	1	" .....		5 00
June	4	" .....		20 00
Oct.	7	" .....		35 00
			\$	190 00



*Assistant Pharmacists by Examination.*

1900				
Jan.	5	at \$5.00	\$ 25 00	
Feb.	27	"	135 00	
April	30	"	150 00	
May	1	"	5 00	
June	18	"	90 00	
Oct.	39	"	195 00	\$ 600 00

*Assistant Pharmacists, Sec. 7, Time Service.*

1900				
Feb.	6	at \$5.00	\$ 30 00	
April	1	"	5 00	
June	1	"	5 00	
Oct.	1	"	5 00	\$ 45 00

*Registered Pharmacists—Renewals.*

1900				
Jan.	3,815	at \$1.50	\$5,722 50	
Feb.	196	"	294 00	
Mar.	259	"	388 50	
April	46	"	69 00	
May	70	"	105 00	
June	11	"	16 50	
July	8	"	12 00	
Aug.	9	"	13 50	
Sept.	8	"	12 00	
Oct.	13	"	19 50	
Nov.	3	"	4 50	
Dec.	1	"	1 50	\$ 6,658 50

*Assistant Pharmacists—Renewals.*

1900				
Jan.	868	at \$1.00	\$ 868 00	
Feb.	51	"	51 00	
Mar.	67	"	67 00	
Apr.	17	"	17 00	
May	15	"	15 00	
June	6	"	6 00	
July	5	"	5 00	
Aug.	1	"	1 00	
Sept.	3	"	3 00	
Oct.	3	"	3 00	
Nov.	1	"	1 00	\$ 1,037 00

*Permits—Original.*

1900			
Jan.	49 at \$1.00	.....\$	49 00
Feb.	49 "	.....	49 00
April	58 "	.....	58 00
July	83 "	.....	83 00
Oct.	198 "	.....	198 00 \$ 437 00

*Permits—Renewals.*

1900			
Feb.	1 at \$ .50	.....\$	50
June	1 "	.....	50
July	1,136 "	.....	568 00
Aug.	73 "	.....	36 50
Sept.	5 "	.....	2 50
Oct.	3 "	.....	1 50 \$ 609 50

*Delinquents.*

1900			
Jan.	Back fees	.....\$	102 00
Feb.	"	.....	24 50
Mar.	"	.....	5 50
April	"	.....	51 50
May	"	.....	4 50
June	"	.....	18 00
July	"	.....	5 50
Aug.	"	.....	5 50
Sept.	"	.....	6 00
Oct.	"	.....	41 00
Nov.	"	.....	1 50
Dec.	"	.....	1 50 \$ 267 00

*Fines Collected—Cook County.*

1900			
Jan.	.....	\$	255 00
Oct.	.....		900 00
Dec.	.....		725 00 \$ 1,880 00

*Recapitulation of Receipts from Each Account.*

Registered pharmacists, by examination...	\$	635 00
" " Sec. 6, time service		190 00
Assistant " by examination..		600 00
" " Sec. 7, time service		45 00
Registered " renewals....		6,658 50

Assistant pharmacists, renewals.....	1,037 00	
Permits, originals.....	437 00	
"    renewals.....	609 50	
Delinquents .....	267 00	
Fines collected, Cook county.....	1,880 00	\$12,359 00
Balance on hand from 1899....		248 74
		<u>\$12,607 74</u>

*Expenditures for the Year 1900.*

By salaries, members of board, secretary and assistants.....	\$5,425 00	
"    expenses, personal, members of board and secretary.....	1,108 40	
"    expenses, blank books, stationery and supplies.....	781 65	
"    expenses, printing.....	256 00	
"    "    postage, \$459, and exchange, \$3.50.....	462 50	
"    expenses, expressage....	27 05	
"    "    telegraph and telephone....	62 50	
"    "    miscellaneous..	945 39	
"    "    committee of complaints and prosecution....	3,474 15	\$12,542 64
Balance .....		<u>\$    65 10</u>

A detailed statement of the foregoing receipts and expenditures will be submitted by the board in its report to this meeting.

Your committee is of the opinion that the affairs of the board are economically managed and the funds collected from the druggists of the state judiciously expended.

We find that the records are neatly and properly kept and that the general working system is such as to reflect credit upon the board and its secretary.

That it is unable to promptly and effectually prosecute all violators of the law, is plainly apparent to your committee. It is made the duty of the state's attorney of the county where offenses are committed, upon proper complaint being made, to prosecute violators of the pharmacy act. When complaints are filed the defendants naturally make a strong contest. The prosecuting authorities are not particularly energetic in the matter of collecting and preparing the evidence necessary to a conviction, and the result is, in a great many instances, that the cases fail for want of proper prosecution, much to the embarrassment and chagrin of the board. Your committee does not wish to be understood as saying that all the state's attorneys are thus negligent, but that the statement may be made to apply to a great many of them is a well known fact.

The funds at the command of the board will not permit of the employment of special counsel to assist in the prosecution of all violations. A request was made of the 42nd General Assembly for an appropriation of \$10,000 for this purpose, but it was reported upon adversely by the committee to which it was referred for consideration. Until some such provision is made, or until such of the local prosecuting authorities as are now lax in the performance of their official duty are aroused to a proper sense of it, the board will be unable to properly and satisfactorily prosecute all cases of violation of the law.

An investigation of the methods employed by the board in the examination of candidates for registration shows that these examinations are, first, a preliminary test to which each applicant is put. Failure to pass it is regarded as evidence of incompetency and results in exclusion from the other examinations until such time as the deficiency is made up. This preliminary examination consists largely of simple arithmetic with some questions in the metric system, one or two in geography and a request for a brief history of the candidate. Your committee is of the opinion that any one who fails to pass this preliminary test is not prepared to figure out doses as they appear on prescriptions and should not be allowed to take the other examinations. When this rule was first established many were unable to pass this preliminary test. The records of recent examinations, however, show that fully 90 per cent find no difficulty in coming up to this requirement.

The second and third examinations are written ones in pharmacy and chemistry. These are necessarily a combination of the theoretical and practical, but are based, as far as possible, on the pharmacopœia. Mere memory tests are avoided and an effort is made to find out if the applicant has a fair knowledge of the more common principles of pharmacy and chemistry.

The fourth test is that of dispensing, each applicant being required to fill four prescriptions. These are fair samples of the work which is usually required in the ordinary drug store.

The fifth test is one in identification, ten specimens of various kinds being placed before the candidate. He is expected to identify them, giving their scientific and common names, doses, preparations, etc. These are not rare drugs, chemicals or roots or herbs, but rather specimens of things in very common use and of marked characteristics.

The sixth and last examination is oral and is usually very practical.

Your committee is of the opinion that a careful investigation of the questions propounded by the board to applicants and the entire scheme of the examinations as conducted, will convince any fair-minded man that any one who fails to make the required percentage has no just cause for complaint.

Respectfully submitted,  
THEO. C. LOEHR, *Chairman.*

On motion of Mr. John I. Straw, of Chicago, the report of the committee was received, approved and ordered printed in the proceedings.

**THE PRESIDENT**—The report of the executive committee is next, which, as chairman of that committee, I now have the honor to submit for your information and consideration. It is as follows:

### Report of Executive Committee,

The executive committee met at the Palmer House in Chicago on December 10, 1900, at 2 o'clock p. m., the following members being present in person or by proxy:

President, Walter H. Gale; J. S. Hottinger, Fred M. Schmidt, Geo. D. Oglesby, J. O. Van Nice, Bruno Batt, John I. Straw, A. S. Wright, J. H. Keeling, Frank R. Milnor, G. H. Sohrbeck, Henry F. Bader, M. C. Metzger, A. A. Culver, by Walter H. Gale, proxy; H. H. Green, by Walter H. Gale, proxy; Fritz Lueder, by Fred M. Schmidt, proxy; L. C. Deck, by Walter H. Gale, proxy; R. N. Dodds, by A. S. Wright, proxy; and W. G. Carrothers, by Walter H. Gale, proxy.

The president announced the appointment of the following committees to serve until the next annual meeting of the association:

**TRADE INTERESTS**—Thos. V. Wooten, Chairman, Chicago; Paul G. Schuh, Cairo; L. C. Deck, Girard.

**BOARD OF PHARMACY RECORDS**—T. C. Loehr, Chairman, Carlinville; R. N. Dodds, Springfield; J. B. Mount, Joliet.

**U. S. PHARMACOPEIA**—Oscar Oldberg, Chairman, Chicago; N. Gray Bartlett, Chicago; W. B. Day, Chicago.

**DECEASED MEMBERS**—R. N. Dodds, Chairman, Springfield; A. Zimmerman, Peoria; G. Henry Sohrbeck, Moline.

**LEGISLATION**—L. T. Hoy, Chairman, Woodstock; Frank R. Milnor, Litchfield; C. A. Purdunn, Marshall; Louis Lehman, Chicago; John I. Straw, Chicago; H. H. Green, Bloomington; A. S. Wright, Woodstock; H. F. Bader, East St. Louis; M. C. Metzger, Cairo.

The next order of business being the selection of the place to hold the next annual meeting, Mr. Henry F. Bader placed East St. Louis in nomination, and Mr. J. H. Keeling nominated Rock Island. A roll call resulted in the selection of Rock Island.

The time of holding the meeting was left to the president and secretary of the association, with the suggestion that they recommend to the local committee to be appointed at Rock Island that it be held between the first and fifteenth of June, 1901.

The names to be put on the voting cards for recommendation for appointment on the board of pharmacy and advisory committee, department of pharmacy, University of Illinois, were then selected as follows:

## BOARD OF PHARMACY.

At Large.	Bader, Henry F.....	East St. Louis
"	Sohrbeck, G. Henry.....	Moline
"	Straw, John I.....	Chicago
First to Seventh Congressional Districts:		
	Bodenschatz, John G., Lemont.	
	Brabrook, W. A., Chicago.	
	Dyche, Wm. A., Chicago.	
	Garner, J. P., Chicago.	
	Hottinger, John S., Chicago.	
	Tanzer, Lebrecht, Chicago.	
	Waldron, L. K., Chicago.	
District 3,	Holmes, W. E.....	Aurora
" 9,	Worthington, Frank.....	Rockford
" 10,	Brewer, M.....	Monmouth
" 11,	Corbus, W. F.....	LaSalle
" 12,	Plaster, J. W. ....	Danville
" 13,	Swannell, H.....	Champaign
" 14,	Zimmerman, A.....	Peoria
" 15,	Bartells, Geo. C.....	Camp Point
" 16,	Loehr, T. C.....	Carlinville
" 17,	Angell, Chas. F.....	Atlanta
" 18,	Wyss, Samuel, Jr.....	Alton
" 19,	Bower, Wm.....	Olney
" 20,	Carrothers, W. G.....	Fairfield
" 21,	Schlueter, A. G. ....	East St. Louis
" 22,	Metzger, M. C.....	Cairo

## ADVISORY COMMITTEE, DEPARTMENT OF PHARMACY, UNIVERSITY OF ILLINOIS.

At Large.	Keeling, J. H.....	Rockford
"	Milnor, Frank R.....	Litchfield
"	Purdunn, C. A.....	Marshall
First to Seventh Congressional Districts:		
	Baker, Geo. R., Chicago.	
	Fischer, Carl F., Chicago.	
	Forsyth, Wm. K., Chicago.	
	Graves, G. A., Chicago.	
	Knowles, Frank J., Chicago.	
	Kremer, Frank, Chicago.	
	Stiles, J. S., Chicago.	
District 8,	Winne, C.....	Sandwich
" 9,	Jungkunz, Wm. F.....	Freeport
" 10,	Lindvall, Gus.....	Moline
" 11,	Murphy, J. S.....	Pontiac

District 12, Schubert, J. J. ....	Kankakee
" 13, Corder, Geo. W. ....	Clinton
" 14, Ehrlicher, H. M. ....	Pekin
" 15, Sellner, Albert. ....	Quincy
" 16, Frost, E. J. ....	Winchester
" 17, Luthringer, G. F. ....	Petersburg
" 18, Henry, R. H. ....	Moweaqua
" 19, Porter, Asa H. ....	Xenia
" 20, Michels, B. F. ....	Albion
" 21, Steingoetter, H. ....	Belleville
" 22, Schuh, P. G. ....	Cairo

The following bills were approved and ordered paid:

Pantagraph Printing & Stationery Co., printing 1000 copies 21st annual report. ....	\$214 83
H. W. Rokker Co., stationery and postal cards. ....	28 75
Edw. F. Hartman Co., printing 1,000 large envelopes. ....	10 00

In compliance with the action of the association at its last annual meeting, to the effect that the interest on the permanent fund of the association be awarded as a prize for the best paper submitted by a member of the association at the annual meeting, the subject of such paper to be selected by this committee, Mr. Straw moved that the subject to be selected be "Trade Interests." There being no further subjects offered, his motion was carried unanimously.

On motion of Mr. A. S. Wright, the salary of the secretary for the year beginning June 1, 1900, was fixed at \$300.

The amendments to the constitution, which were submitted at the 20th annual meeting, and which, at the 21st annual meeting were referred to the executive committee for further consideration, were taken up and discussed. On motion of Mr. Straw it was ordered that they be reported back to the association with the recommendation that those offered by himself be adopted, and those offered by Prof. C. S. N. Hallberg be laid upon the table.

There being no further business before the committee, it adjourned, subject to the call of the president.

Respectfully submitted,

WALTER H. GALE, *Chairman.*

THE PRESIDENT—You have heard the report of the committee. What is your pleasure?

On motion of Mr. Loehr it was received and ordered printed in the proceedings.

THE PRESIDENT—Now that the report is before you, the first order of business in connection therewith will be action upon the proposed changes in the constitution. I presume the better way would be to take them up one at a time. We will first take up the changes proposed

by Mr. Straw, and in order that we may be able to act intelligently upon them I will ask Mr. Straw to explain the amendments.

MR. STRAW—The purpose of the amendments offered by me is to confine the membership of this association to registered pharmacists. The changes proposed are as follows:

Article 3, section 2, insert in the first line the words "no person except a," instead of the word "all."

Article 3, section 3, insert in the fourth line, after the words "shall be eligible to," the word "associate," so that it will read "associate membership;" also add after the word "membership," the words, "who shall not vote or hold office, or have a voice in the meetings of the association, except by consent of this body."

I move you, Mr. President, the adoption of these changes.

THE PRESIDENT—Are you ready for the question?

MR. JOHN J. BOEHM, of Chicago—A question of information. What is the need of these changes; what is the object Mr. President?

THE PRESIDENT—Mr. Straw has just explained to you that the object is to confine the membership of this association to registered pharmacists. I do not know that I can make it any plainer.

Is there any one else who desires to be heard upon this question? Do I hear a second to the motion?

A VOICE—I second the motion.

Mr. Straw's motion to adopt the amendments offered by him having been duly seconded, it was put and carried unanimously.

MR. STRAW—I desire to take this opportunity to correct an error which seems to prevail, particularly in Chicago, with regard to the resolution adopted at our meeting last year at the Chicago Beach Hotel, in Chicago. That resolution was to the effect that the membership of this association should be confined to the registered pharmacists of Illinois. I have heard it said that the resolution rendered the membership of some of our members null and void, which is an error. No resolution or law can be retroactive in its effect. It simply provided that the membership of this body should be confined to the registered pharmacists of the state, and to-day you have made it a part of your constitution. I want it distinctly understood that the resolution was for that specific purpose. It has been said in Chicago that it was aimed at one man, or set of men, whom we wanted to drive out of the association, which, of course, could not be done unless charges were preferred.

I make this statement because I am anxious that it should go into the records of this meeting, in order that it may be read by the pharmacists of the state.



MR. BOEHM—I would like to know the meaning of a “registered pharmacist.”

THE PRESIDENT—I think Mr. Bodemann, who is a member of the board of pharmacy, can answer that question.

MR. BODEMANN—A registered pharmacist is a pharmacist who is registered (Laughter).

THE PRESIDENT—Perhaps I could throw a little light on the subject. It would seem to me that a registered pharmacist is one who is officially registered and has *paid his dues*. (Renewed laughter).

MR. BOEHM—Does he have to be engaged in the practice of pharmacy?

THE PRESIDENT—Not necessarily.

MR. WM. K. FORSYTH, of Chicag.—I am very glad indeed to hear the statement Mr. Straw has made and I hope the reporter has taken down his remarks in full. That is just the contention I made last year. We cannot make a law retroactive.

I want to make a motion to the effect that the sentiments embodied in Mr. Straw's remarks be considered the sense of this association.

MR. T. S. ARNOLD, of Watseka—I second the motion.

The motion was put and carried unanimously, without debate.

THE PRESIDENT—What will you do with that part of the report of the executive committee recommending that the changes in the constitution proposed by Prof. Hallberg be laid upon the table? They can be found in the report of 1899 and cover several pages. Do you desire to have them read?

MR. BODEMANN—When were they offered?

THE PRESIDENT—They were offered at our meeting in Danville in 1899.

MR. BODEMANN—What was done with them?

THE PRESIDENT—They were referred to the executive committee. I think we had better have the secretary read them.

THE SECRETARY—The principal amendment offered by Mr. Hallberg is to article 2. Following is what he proposes:

“The aim of this association shall be to unite all pharmacists of this state for the purpose of organization, and for the promotion of the following objects:

“The advancement of pharmacy and those engaged in its practice to a higher professional standard; the support and encouragement of education for a more thorough preliminary schooling and greater scientific requirements for the practice of pharmacy, and regulation of the various grades of pharmaceutical service; the promotion of the commercial interests of pharmacists through the exploitation of new ideas, and united movements for improving the drug business; the

fostering of literature, improvements and inventions, but discouraging quackery and the manufacture and sale of secret medicines to the medical profession and the public; to endeavor to propose such changes in the pharmacy law as may, from time to time, be indicated for the better protection of the public against inferior, adulterated, or dangerous drugs and medicines, and careless, ignorant, or incompetent compounding and sale of drugs and medicines."

The other changes are of minor importance, being almost wholly in the phraseology employed.

MR. LOEHR—I move that the action of the executive committee be approved.

A VOICE—I second the motion.

The motion was put and carried without a dissenting vote.

MR. FORSYTH—Does that dispose of the question?

THE PRESIDENT—I think it does. The motion was made to approve the recommendation of the executive committee with respect to the amendments offered by Prof. Hallberg, the recommendation of the executive committee being that they be laid upon the table.

As yet we are in the dark concerning what the local committee proposes to do with us while in their city. Mr. Heimbeck, the chairman, is present, and I understand he has a message for us. We will be pleased to hear what he has to say.

## Report of Local Committee.

### *Mr. President and Members of the Association:*

Upon the shoulders of our local secretary, Mr. Wm. Ullemeyer, has rested almost the entire responsibility for making and completing the arrangements for this, your 22nd annual meeting.

It is true the committee has had various minor details to look after, several meetings having been held to consider the feasibility of the various arrangements, but to the untiring efforts of our local secretary will be due the praise for the success of our arrangements.

Before definite plans could be made it was found necessary to create a fund with which to defray the expenses of entertainments. We have been quite successful in doing this, having had very cheerful responses, thus enabling us to lay out our program to the best advantage in the short time allotted to us during your limited visit.

Your committee wishes to take this opportunity to thank all of the contributors who have so cheerfully and generously responded to our call. Our program starts with a reception to yourselves and ladies at the rooms of the Rock Island Club corner 16th street and 3rd avenue on Wednesday evening.

Thursday morning at 9:30 sharp a train of cars will be in waiting at the Harper House corner to take you on a trip to our sister city,

Moline, and thence to the great Rock Island Arsenal, where Uncle Sam manufactures the bulk of his army equipments. Here a visit will be made to the great government store houses and through the extensive workshops.

Permit me here to acquaint you with the rules governing visitors to the arsenal which are as follows:

Smoking is positively forbidden.

Keep on the avenues and off the grass.

Pull no shrubs, flowers or plants.

Interfering with workmen will not be allowed.

The above rules must be strictly obeyed while on the island.

Thursday afternoon at 2 o'clock sharp you will take cars at the Harper House for a trip to Black Hawk's Watch tower. This is a most charming spot, made famous by the Black Hawk Indian wars.

Arrangements will also be made to take care of the ladies during one afternoon, announcement of which will be made later.

It was decided not to issue tickets for the trips, but to have your badges serve for that purpose. The blue badges will be worn by the local committees.

We expect that all members with their ladies, who have come to our city to attend this 22nd annual meeting, will avail themselves of the opportunities granted them by the committee, and hope you will enjoy them and remember Rock Island for years to come.

I thank you for your kind attention.

Respectfully submitted,

AUGUST HEIMBECK, *Chairman.*

THE PRESIDENT—I think I can safely say that the association will need no urging to accept the very kind hospitalities of the local committee.

MR. STRAW—It might be an inducement to future local committees to have the report just read printed in our proceedings. I therefore move you, Mr. President, that the report of the local committee be printed in our report.

The motion was duly seconded and carried.

THE PRESIDENT—The next on the program is the report of the committee on trade interests. I am sure it will be a pleasure to all of us to hear what Mr. Wooten, the chairman, has to submit for our consideration.

## Report of Committee on Trade Interests.

### *To the Illinois Pharmaceutical Association:*

Your committee on trade interests respectfully submits the following as its report:

The term *Trade Interests* is so elastic that one is at a loss to know just what its scope should be, but it is assumed that the subjects which the committee is at liberty to discuss, and ought to discuss are all those that are not purely scientific, or educational, or that do not pertain to the making or unmaking of pharmacy laws.

It is not creditable to the business discernment of the members of the Illinois Pharmaceutical Association that the reports of the trade interest committee have, in the past, evoked almost no discussion. Last year's report was accepted in silence. Two years ago Mr. Swannell made an urgent appeal for greater interest, but aside from the liquor selling phase of the report, which was touched upon by Messrs. Ebert and Purdunn without any action being taken, the observations of the committee were passed over, without discussion. Wisely or unwisely the association, at its meeting at The Chicago Beach, abolished its standing committees on U. S. Pharmacopœia, on Adulterations, and on Apprenticeship and Education, and it would seem that the work of this committee, if it is done faithfully, ought now to occupy the first place in the thought of the membership, not only of those present at the meeting, but of those who receive the annual report.

The difficulty with which most of us contend, (and it is one not easily surmounted), is that conditions seem to require that we shall be both professional men and merchants. The impossibility of being both successfully is exemplified in the present status of thousands of well-meaning, conscientious, druggists, who, in spite of their most devoted efforts, are poor professional men and poorer merchants. On the one hand the druggist fails to inspire confidence in the physicians whose coadjutor he would like to be, while on the other hand, the mere merchant, whose training and whose business methods are wholly different, outranks him in public favor in spite of his best efforts. In a large store, commanding liberal capital, it is possible to place the merchandise department in charge of one set of men with a certain kind of training and the department devoted to prescriptions and purely technical work to another set of men with entirely different training; but in a small store with limited capital and only two or three persons to do all the work in every department, the problem is difficult enough to baffle the wisest.

### SIDE LINES.

For years druggists have been seeking profitable side lines until it is not an exaggeration to say that the average drug store in the city, as well as in the country, is a department store on a small scale. Let

each druggist here picture to himself the arrangement of his own store. What a multitude of things you carry besides your legitimate line, drugs and medicines. Are all of these side lines remunerative? Do they pay you well enough to justify your devoting to them the time they require? Would it not pay you better to spend more time in cultivating your doctors and in convincing them that you are not the ignoramus which they, (in spite of their uniform courtesy), have always taken you to be? You can give these doctors a great deal of important information which they need to know about remedial agents, and if you can gain their confidence both they and you will be better off financially. Do not understand that this committee is advising against the handling of side lines; they are all right if you have the capital and the help with which to handle them properly, but do not forget that you are, first of all a pharmacist and if, on account of a lack of capital, or the circumstances under which you are doing business, something has to go, let it be the side lines and not the drug business proper. Let it be thoroughly understood among ourselves that we are first of all pharmacists, and merchants secondarily; not merchants first, and secondarily pharmacists, as seems unfortunately to be the tendency of the hour.

#### SELF-DISPENSING.

After careful inquiry your committee is of the opinion that on the whole, self-dispensing by physicians is on the increase. However, this decision has been reached with difficulty, because of the abandonment of this practice by some physicians and its adoption by others; besides this there are doubtless many who are dispensing their own medicine who are not suspected of doing so. Many a doctor who is under obligation to some druggist for helping him into a practice he could not have had without this assistance is ashamed to have his benefactor know that he is working against the druggist's interest, and often the discovery is made only by accident.

The committee is of the opinion that druggists ought, in justice to themselves, to come into such harmonious relations with the medical profession that when a doctor does his own dispensing he, the druggist, may at least be able to furnish the medicines which he dispenses. It is true the profit on these is infinitesimal, but it is better to accept this and keep in touch with the doctor than to allow a barrier to be established between himself and you; besides you have the advantage of being able to confer with the doctor from time to time concerning the relative merits of tablet triturates and other kinds of medication with the prospect of convincing him of the error of his way. Self-interest always points in the direction of co-operating with the physician for mutual advantage wherever this can be done.

## SUBSTITUTION.

It is needless to say that the stock argument of these pharmaceutical manufacturers who make it a business of inducing doctors to dispense is alleged "substitution" on the part of the druggist. Your committee has nothing to say on this threadbare subject except that every consideration that can appeal to a sensible, self-respecting business man warns him against a policy so utterly and inexcusably bad. Wherever practiced it has wrought its meed of injury to the helpless sick, it has left its stain upon the character of those who for temporary advantage have proven themselves faithless to the principles of a noble calling, and now the bitter fruits of this wrongdoing are being reaped by those who are endeavoring with might and main to make the condition of their fellow craftsmen more satisfactory.

## NEATNESS OF PACKAGES.

It is believed by your committee that a sure way of gaining the good will of the physician is to send out prescriptions not only accurately and honestly prepared, but presenting as attractive an appearance as possible. Liquids having in them small particles of cork or straw, ointments lacking in smoothness, suppositories evidencing an absence of skill in their preparation, powders poorly folded, above all, packages not neatly labeled, wrapped or sealed is taken by the physician and his patient as indicating a want of fitness on the part of a druggist for the important work intrusted to him, and makes self-dispensing seem more justifiable both to the doctor and to his patient. It is not sufficient to say that these things are no evidence of skill or the lack of it; they are the only evidence the public has upon which it may decide as to a man's ability as a pharmacist and justly or unjustly, he is judged by this standard.

## COUNTER PRESCRIBING.

Counter prescribing is another of the much discussed subjects usually dwelt upon in canvassing the mutual relations of physicians and druggists, but will only be mentioned here. It is seldom this policy pays in the long run. The temporary advantage gained by the counter prescriber is usually more than counterbalanced by the loss sustained through the estrangement of the physician and those whom the physician can influence. There are doubtless exceptions to this rule, but aside from the moral question involved, (that of prescribing without adequate knowledge of the patient's ailment), your committee is convinced that as a business proposition counter prescribing does not pay. Almost every store owes its success to the personality of one or more men who are actively identified with it. These men are usually esteemed because they inspire confidence on account of their geniality, their trustworthiness and their devotion to business. It is seldom such men can afford to risk their reputations by usurping the province of the physician by becoming counter prescribers.

## VALUE OF LOCAL ORGANIZATION.

There are many abuses from which retail druggists suffer of which they can relieve themselves if they will only take the trouble to act concertedly to this end. One of these abuses I have mentioned already, namely, that of prejudicing the doctor against the druggist by magnifying the druggist's alleged shortcomings. The houses whose salesmen do this pose as friends of the retail trade, and the abuse mentioned goes unpunished because druggists are too poorly organized to protect themselves. The selling of pharmaceuticals to physicians supply houses at such figures that the latter are able to make the same prices to physicians that the druggist pays his jobber, is another of these abuses, as well as selling supplies direct, of which practice it is believed a number of pharmaceutical houses are guilty; besides this, is the practice indulged in by some jobbers of starting young men in business where there are enough stores already, and of keeping these men in business after success has been demonstrated to be an impossibility, to their own disadvantage, as well as that of the drug trade of that entire locality.

We are acquainted with the policy which the brewers have adopted of "farming-out" saloons in order to insure the selling of their particular make of beer. Shall this system be adopted in the drug business in order to insure that all supplies, including cigars and liquors, shall be bought from the jobbing drug house that owns the store and that in a short time will own the unsuspecting young man who has put all his money into it? Except under unusually favorable circumstances these ventures prove to be a failure, from which the unfortunate emerges without money and embittered against the world.

Wholesale druggists selling goods at retail is another abuse to which druggists can put an end if they will organize and stand together with determination to protect their rights. The jobber who makes his money by supplying retail druggists, has no right to enter into actual competition with them in the sale of these goods, and nothing can be said in defense of this inexcusable practice. The National Association of Retail Druggists was right when it defined the legitimate sphere of the jobber as being one who sells his goods to retailers, manufacturers for manufacturing purposes, and to non-consumers.

## UNIFORMITY IN PRICES.

The National Association of Retail Druggists is now engaged in a vigorous effort to organize the drug trade of the entire country into local societies, for the purpose of advancing prices and of correcting those conditions which obtain in many localities whereby the profitability of the drug business is interfered with, if not destroyed.

As the work of the national association will be otherwise brought

to your attention at this meeting, your committee will content itself with saying in this connection that the herculean task which the national association and its self-sacrificing executive committee has undertaken, on behalf of the drug trade of the country, cannot be overestimated and is deserving of the hearty support, moral as well as financial, of every member of this association and every druggist in the State of Illinois.

#### BUSINESS EDUCATION FOR PHARMACISTS.

A good deal has been, and is being said about the business education of the coming pharmacist. Your committee believes that the interests of those engaged in the drug business will be materially advanced when clerks who have saved a few hundred dollars and have decided to go into business for themselves, have sense enough to know that the cost of doing business must be added to an article before its selling price can be calculated upon with reference to profit and loss; that an \$8.75 proprietary cannot be sold at less than 88c without actual loss, provided the cost of doing business is 20 per cent, which is a low estimate under ordinary conditions. The present unfavorable condition of the drug trade, commercially, is due in large measure to the lack of sound business sense on the part of many that are engaged in it.

#### PROPRIETARY MEDICINES.

Unsatisfactory to ourselves as is the change in the new pharmacy law, which became necessary on account of the decision of the supreme court of the state, we cannot deny that from this time forward, the large class of remedies known as patent medicines must be considered commercial articles. The State Board of Pharmacy can no longer punish as violators of the pharmacy law those who will sell these goods, no matter who they may be. In consequence of this condition, it behooves us as business men to perfect such arrangements as will insure to ourselves a satisfactory profit on this class of goods. In order to do this, it does not follow that we must antagonize the department stores, or those whom we have been accustomed to regard as cutters. The desire of every dealer is to make money, and as prices always seek a level, it not infrequently happens that these people are glad to co-operate with the retail drug trade in making the handling of these goods more profitable to all concerned. Of course, we must make use of every available means to protect ourselves against those who desire to enhance their own interests by selling proprietaries at a loss, in order to advertise other goods, utterly regardless of the effect upon the drug trade, and it is here that the value of the N. A. R. D. becomes conspicuous; but it should not be forgotten that during the weeks and months which may transpire before these cutters shall be rendered harmless by the N. A. R. D., prices are likely to be worse demoralized than ever before, and self interest suggests that a schedule



of prices satisfactory to all dealers in proprietaries shall be adopted, whenever this can be done without too great a sacrifice. Experience has shown that this plan has the following advantage: wherever a schedule of prices has been agreed upon and put in force, the dealers affected by it gradually come to understand that it is as easy to get profitable prices as those which yield little or no compensation, and the constant tendency is to increase prices to a satisfactory figure. Whenever it can be affected, co-operation is, of all means, the very best for increasing the bank account of those interested. Your committee does not want to be misunderstood as doubting in the slightest degree the efficiency of the N. A. R. D. plan of curtailing the power for harm of the persistently aggressive cutter, but as long as poverty-stricken or unscrupulous druggists can be used by these cutters to buy goods for them, so long will be delayed the benefits which the N. A. R. D. will undoubtedly secure unless all indications are deceptive.

Respectfully submitted,

T. V. WOOTEN, *Chairman.*

MR. BODEMANN—I move you that a vote of thanks be extended to the committee for its very able and exhaustive report.

The motion was seconded and carried, as was also a motion by Mr. Straw that the discussion of the report be made a special order for tomorrow morning.

THE PRESIDENT—We will now have the report of the committee on deceased members.

### Report of Committee on Deceased Members.

*To the President and Members of the Illinois Pharmaceutical Association:*

GENTLEMEN—Your committee on deceased members begs leave to report the death of fifteen members since our last meeting. Their names and addresses follow:

NAME.	LOCATION.	DATE.
Braun, R. P. ....	Chicago. ....	September 20, 1900
Christensen, H. A. ....	Chicago. ....	January 26, 1900
Dale, Geo. ....	Iola, Wis. ....	April 24, 1901
Dawson, Rich. H. ....	Colfax. ....	November 15, 1900
Drinkall, T. C. ....	Decatur. ....	December 16, 1900
Feild, J. A. ....	Tuscola. ....	December 11, 1900
Frisch, Hans, ....	Chicago. ....	July, 1900
Gissy, C. E. ....	Breese. ....	February 21, 1901
Kiessling, J. C. ....	Chicago. ....	May 21, 1901
Krevatshy, G. ....	Chicago. ....	October, 1900
Preston, C. A. ....	Raymond. ....	November 16, 1900
Seymour, Geo. A. ....	Dwight. ....	November, 1900
Sines, E. W. ....	Grant Park. ....	November, 1900
Town, J. S. ....	Easton. ....	March 5, 1901
Waller, A. L. ....	Barrington. ....	February 16, 1900

The death of Mr. Christensen occurred prior to our last meeting, but it was not reported until this year.

Respectfully submitted,

R. N. DODDS, *Chairman.*

**THE PRESIDENT**—The report of the committee on legislation and also the report of the board of pharmacy will go over until tomorrow morning, at which time Mr. Hoy will be here.

Mr. W. M. Sempill, chairman of the advisory board of the University of Illinois School of Pharmacy, has given to me a report of his committee to be laid before the association. I will ask the secretary to read it.

### Report of the Advisory Board of the University of Illinois School of Pharmacy.

#### *To the President and Members of the Illinois Pharmaceutical Association.*

As this is the first report to your honorable body from the Advisory Board of the University of Illinois School of Pharmacy, it may not be amiss if we recall the action of your association, to which the existence of this board is due, and recount briefly its membership and efforts since its inception.

At the seventeenth annual meeting of the Illinois Pharmaceutical Association, held at Springfield, in 1896, President Forsyth, in his address, called attention to the fact that the Chicago College of Pharmacy had become a part of the State University, and stated that in response to the desire of the university management, he would advise the appointment of a committee from the association to act as an advisory board for the School of Pharmacy, and that this board should consist of five members to be appointed for terms of five years each, excepting that the term of office of the first five members appointed should be so arranged that the term of one would expire on the first day of July of each year.

In accordance with this recommendation a resolution was adopted providing for the selection of three members of the association each year, in the same manner that nominees for the board of pharmacy are selected, and the submission of these names to the president of the University of Illinois.

For the first year ten names were submitted, with the expectation that five of these would be chosen, to constitute the board. Through a misunderstanding on the part of the university authorities, however, the entire ten were appointed and the board consisted of the following gentlemen: Henry Biroth, A. E. Ebert, W. M. Sempill and Andrew Scherer, of Chicago; T. C. Loehr, of Carlinville; H. H. Green, of Bloomington; Henry Swannell, of Champaign; Thos. Knoebel, of East St. Louis; Fritz Lueder, of Peoria, and H. H. Rogers, of Kankakee.

Next year, in response to the representations of the secretary of the association, the board was reorganized upon the plan adopted and the following members were reappointed: T. C. Loehr, W. M. Sempill, H. H. Rogers, A. E. Ebert and Henry Swannell.

In 1898, Mr. Loehr's term expired and he was succeeded by Mr. W. J. Frisbie, of Bushnell.

In 1899, Dr. H. H. Rogers' term expired and he was succeeded by Mr. Charles Ryan, of Springfield.

In 1900, Mr. Swannell's term expired and he was succeeded by Mr. Geo. M. Bennett, of Urbana.

The term of the undersigned will expire July 1st, and nominations for his successor will be made at this meeting.

Since its appointment, the advisory board has met at the school each year, has conferred with the faculty regarding improvements in the course and matters of interest to the institution, and has reported such recommendations as seemed advisable to the board of trustees of the university.

As a result of these recommendations the course has been extended, the faculty enlarged and instruction in physiology added to the curriculum.

Respectfully submitted,

W. M. SEMPILL, *Chairman.*

On motion of Mr. Simpson the report of the committee was received and ordered printed in the proceedings.

THE PRESIDENT—This is the first report we have had from this committee. It is very interesting and it might be in order to get the opinion of the druggists concerning it.

VICE-PRESIDENT SWANNELL—I was on that committee for a number of years and I do not recall that the trustees ever asked us what was best for the university. Still, it is well enough to continue the committee, I suppose. It is a sort of an ornamental board, but practically, I think it is of very little benefit to the association or to the institution. That university down there at Champaign is a pretty big thing, and I do not think they ever paid any attention to this association. I do not know that they ever acted upon our advice with regard to anything. Still, as I said before, I have no objections to continuing the committee, but I have thought at times that it might as well be dispensed with.

At first the object of the board was to get a certain number of men interested in the university and get a "pull" in some way. But since that Chicago banker stole all our funds down there the state has taken hold of it and they don't worry about the appropriations any more. I have attended every meeting of the board, except last year, and I speak from my own knowledge up to that time.

MR. BARTELLS—The report speaks of the work accomplished by the committee and I do not think we can afford to discontinue it.

MR. STRAW—It has just occurred to me that we have not approved the report of the executive committee as a whole, and I now make a motion to that effect.

The motion was seconded and the report as submitted was approved.

MR. FORSYTH—I notice in the report of the executive committee that they have been in the habit of using proxies. There is nothing in the by-laws which sanctions such procedure, and to my mind it is clearly illegal. The committee can not delegate its power or authority. It is a bad precedent to establish and it will lead us into a wrangle some time that we will never get out of. I do not know that it is necessary to offer a motion with regard to this as it seems to me that the common sense of the members of the committee would at least dictate that they can not delegate their power to proxies.

MR. WOOTEN—How many were present at the last meeting?

THE PRESIDENT—Fourteen.

MR. J. H. KEELING, of Rockford—I am quite sure that none of the proxies voted at the meeting.

MR. FORSYTH—They would have voted the proxies if it had been necessary.

THE PRESIDENT—Yes, I think so.

This practically completes our program for this afternoon and a motion to adjourn will be in order; a motion to adjourn for a specific purpose.

A VOICE—What is the "specific purpose"?

THE PRESIDENT—The local committee wants to take us out to witness a base ball game. Anybody wearing a badge will be admitted to the grounds and the reserved seats free of charge.

At 3:30 o'clock the association adjourned until the following morning at 9 o'clock and a rush was made for the cars to the ball grounds.

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### THIRD SESSION.

Wednesday, June 12, 9 o'clock a. m.

THE PRESIDENT—The association will come to order. In accordance with a motion of yesterday, the first thing on the program this

morning will be the discussion of the paper on trade interests, as presented by Mr. Wooten. I do not know the best way to get at this. The paper was read yesterday and you understand the contents of it. There may be some points in it that we would like to take up and discuss one at a time. If some member has any particular subject in mind we would like to know what it is.

MR. BARTELLS—I think it would be a wise thing if Mr. Wooten would give us a resume of the paper—a short sketch of it.

MR. WOOTEN—I would like to ask about the matter of dispensing by physicians—whether or not it is your observation that this practice is increasing or decreasing. The paper states that after canvassing the matter as thoroughly as could be done we were of the opinion that dispensing by physicians is on the increase. The statement is made in the paper that one of the difficulties in the way of determining this is the fact that a great many doctors are dispensing their own medicines secretly, because they are under obligations for their practice to the help of the local druggist and do not want the druggist to know they are working against his interests. I should like to hear from the members present, particularly those from the smaller towns of the state, their observations with regard to this practice, and whether it is increasing or diminishing or holding its own.

THE PRESIDENT—Mr. Swannell can you give us your observations on this point?

VICE-PRESIDENT SWANNELL—My observation is that we are doing a great deal more prescription work than two years ago. Comparing it with previous years, this increase has been very large. Perhaps I ought to make an explanation of the increase. For nearly two years we have been working into the physicians supply business and we have a pretty good “pull” with them in our town. I think it would hardly be fair to take our business as a criterion. It has increased from 300 to 400 per cent in the last year. Immediately before that it was practically nothing. At one time we put up from four to five thousand a year and our refills were fully as much as the new ones. I believe there will be more prescriptions written in the future. So many preparations are being introduced and put on the market that a physician can not carry the necessary stock unless he has a whole drug store.

MR. SOHRBECK—I have paid pretty close attention to this matter for the last two years and my experience is that the practice of doctors handing out their own medicine is increasing, while there is a corresponding decrease in the prescriptions filled by the druggists. Young doctors especially handle their own medicine. In the last year there has probably been from eight to ten new doctors in our locality and we are very well supplied with them.

THE PRESIDENT—Mr. Metzger, would you like to tell us your experience and observation on this point?

MR. M. C. METZGER, of Cairo—I think Mr. Schuh is better able to explain the condition in Cairo than I am.

THE PRESIDENT—Then we would like to hear from Mr. Schuh.

MR. PAUL G. SCHUH, of Cairo—I can only speak for Cairo, of course. In that town all the physicians write prescriptions. I do not know of one that puts up his own medicines.

A VOICE—Good for Cairo.

MR. SCHUH—I do not think a doctor who put up his own medicines could make a living in Cairo. As far as I know there is not a reputable physician there who does his own dispensing.

THE PRESIDENT—Do these physicians to whom you refer carry triturates?

MR. SCHUH—They carry some medicines, of course, for special use at night, but they are not what you might call self-dispensers. They only dispense in cases of emergency.

MR. HEIMBECK—I haven't anything of special importance to say. Last winter we had quite a good deal of prescription work, but as a general thing the trade is very slack. We have among us some physicians who prestribe altogether. A great many of them, however, furnish their patients with samples which have been left in their offices. We find that the hospital cuts in on our prescriptions. Patients are sent to the hospital where they have their own medicines, which accounts, in a measure, for the falling off of prescriptions. However, we get rather a liberal supply when there is sickness.

MR. LOEHR—The dispensing by physicians is on the increase. The young physicians, as a rule, dispense more or less themselves. This has forced the older ones into dispensing their own medicines. Some of the younger ones write prescriptions for proprietaries, but where a little calomel or something of the kind is needed, they furnish it themselves.

With reference to Mr. Swannell's prediction that the great increase in the number of proprietaries will work a corresponding increase in the prescription business, my observation has been that the dispensing physician has no conscience. (Applause.) He will prescribe whatever he happens to have handy. With him it is not a question of how good, but how cheap. While the conscientious physician will instruct his druggist to get the very best, that same physician will buy the rottenest line of goods on the market, the cheaper, the better.

In line with the dispensing of medicines by physicians, I have a little blotter here which was sent out by the Abbott Alkaloidal Co., of Chicago, to which I desire to call your attention. This is a sample of the many discouraging things the druggists have to contend with. The dispensing physicians are encouraged all the time by the manufacturing pharmacists. They point out to the doctor the profits he can make by furnishing his own medicines and advise him to lay in a stock of laxative granules, or something of that sort, for constipation. They advise the physician to do this instead of writing prescriptions and having them taken to the druggists who, they claim, will charge three prices for the remedy. This same Abbott in his Clinic recommended that the doctors keep a pound of boracic acid on hand to be given patients for sweating feet, telling them it is high-priced medicine.

As a rule these self-dispensing physicians do not know any more about the pharmacopoeia than the average school boy, and when they want to look up the quality of a certain drug they always refer to the manufacturers' price lists to see what it is good for. These price lists are their text books. (Applause.)

**MR. ARNOLD**—My observation is that the dispensing by physicians is on the increase. If they have a real bad case they will write a prescription; otherwise they dish out some cheap tablet. Three or four physicians supply houses send men to our town regularly. Other towns in my county report the same condition.

**MR. BARTELLS**—There must be some cause for this self-prescribing and I would like to know if any one has a reason to assign for it. Mr. Wooten in his paper yesterday said it was the duty of the druggist to make the physician believe he was not the ignoramus he thought him to be. I think the physicians in my part of country think the druggists know too much and one reason they do not prescribe is their ignorance with regard to medicine. I have had prescriptions brought to me that were a disgrace to anybody. One of our doctors can not write the plainest kind of a prescription accurately. He never has prescribed, but simply furnishes samples that are left in his office, and every few days some one comes around and leaves a lot of samples. He uses these and occasionally buys a little extra to give out. Two other physicians whom I have had occasion to correct, or rather to ask them to correct prescriptions that were hastily written, were made angry and have quit prescribing on that account. They thought I knew too much; that I was too smart. The starting of this one man that I spoke of first has induced the others to follow his example. Another reason for this is the profit. It has been remarkably healthy in our part of the country and business has been slack with the physicians as well as the druggists, and they want to save all the quarters and dollars they can. My prescription business is not one-fourth what it was four years ago.

Not long ago it was my pleasure, or rather my displeasure, to pay a visit to the offices of these self-prescribing physicians. It would surprise you to see the stock on hand. Five pound bottles were mixed up on the floor, on the table, behind the stove, all being covered with dust and dirt; packages were untied and bottles uncorked. I do not know how the people live under such conditions. If I kept my store in a like condition I would not expect a physician to come near me. I fear there is a great deal of harm done by this careless, filthy habit of self-prescribing.

THE PRESIDENT—We have all listened with a great deal of pleasure to these experiences. I think it would be opportune to the question if some of you had some practical suggestions to offer in the way of eliminating, as much as possible, the furnishing of medicines by the physicians. We all know it is on the increase in every section of the country, and we all know why they do it. We would like to hear from some one who has some practical suggestions to offer.

MR. I. PLATT, of Chicago—I think it is an easy matter. We can boycott the houses that sell to them. As the gentleman stated, the Abbott Alkaloidal Company is offering tablets, and I should think that they are depending upon the druggists to sell their products. It is easy for us to have the jobbers refuse to sell anything to physicians for dispensing.

THE PRESIDENT—That is a practical suggestion. This company referred to, however, sells the physicians direct and do not want anything to do with the druggists.

MR. E. W. ARMSTRONG, of Decatur—My experience is that a physicians supply house that sells doctors does not want anything to do with the druggists. We have probably thirty doctors in our town and they all dispense. Three houses started up in our town during the last year and they are selling the bulk of the goods.

THE SECRETARY—We had the same trouble in Springfield. There was a growing up of ill feeling between the doctors and druggists and I finally went to the chair man of the county medical society and had him call a meeting of the physicians and at the same time we called a meeting of the druggists. We had two or three meetings at which the questions in issue were thoroughly discussed and every one was given full opportunity to air his particular grievance. The burden of the complaint by the doctors seemed to be counter prescribing on the part of the druggists and the refilling of prescriptions. We talked these matters over in our conferences with the result that a mutual agreement was drawn up and signed by both parties.

We first attempted to define counter prescribing, which is a little difficult when you get down to particularizing, but a line of demarca-



tion was eventually agreed upon and the druggists agreed to refrain from it except in emergency cases. On the other hand, the doctors agreed not to carry any but emergency remedies in stock.

The druggists also agreed not to refill the prescriptions or give copies thereof, when so instructed by the physician. The agreement also provides that when a doctor does not want a prescription refilled or a copy of it given to the patient, he shall so state it plainly on the prescription.

Another point, and a very important one which was covered in the agreement, is that when physicians prescribe poisons they will indicate their intended use, and when unusual doses are prescribed they agree to indicate to the pharmacist in some way that they are fully aware thereof.

The question of substitution also enters into the agreement and is condemned in strong terms.

The druggists also agreed in cases of suspected errors in prescriptions not to make any changes without first consulting the prescriber. They also agreed not to discuss the ingredients of prescriptions with their customers.

Of course, we did not get everybody to sign the agreement, but we got a decided majority of both the druggists and doctors. Some druggists who do business in the outskirts of the city and who fill but few prescriptions, we did not get. There are also a few doctors who carry a fair stock of medicines whom we did not get to sign it. The result is that a very good feeling now exists between the two professions. We succeeded in shutting off these complaints which were growing rapidly.

This agreement was entered into something like six months ago. I have made inquiries at different times since it was promulgated and the doctors say the druggists seem to be sticking to it and they claim they are holding up their part of it.

As far as such a firm as has been mentioned here is concerned, there is no way to reach them. They do more advertising in a week than we do in a year. I tried to get them to place a line in Springfield and let their goods be handled through the druggists, but they said they did not want to deal with the druggists.

THE PRESIDENT—Have you a copy of this agreement with you, Mr. Dodds?

THE SECRETARY—I am sorry to say that I have not.

THE PRESIDENT—It seems to me that if it could be printed in our proceedings it would be very interesting reading matter. Can you furnish a copy of it for our report?

THE SECRETARY—I should be very glad to.

Following is a copy of the agreement referred to by the secretary, which was furnished later:

AGREEMENT BETWEEN THE PHYSICIANS AND PHARMACISTS OF SPRINGFIELD.

"Believing that a faithful adherence to the following rules will conduce to the advancement and best interests of the practice of medicine and pharmacy and will give the public better service and secure for it more satisfactory results, they are hereby agreed to between the physicians and pharmacists of Springfield.

"First—Pharmacists and those in their employ should positively refuse to prescribe for customers, except in cases of emergency. Any person shall be regarded as practicing medicine, who shall treat or profess to treat or prescribe for any physical ailment or any physical injury to or deformity of another. The law gives to pharmacists no right or authority to diagnose diseases and prescribe medicine therefor, which privilege belongs alone to a physician.

"Physicians should carry with them or supply to patients emergency remedies only.

"Second—The substitution of one article for another, or one make of an article for another in a physician's prescription, without the physician's consent, is condemned as a most reprehensible practice.

"Third—Whenever a physician, for any reason, objects to the refilling or copying of his prescription, he should plainly indicate his wishes on the prescription.

"Pharmacists should refuse to refill prescriptions or give copies of them, when so instructed by the prescriber.

"Fourth—Copies should not be placed upon containers unless ordered to be placed thereon by the prescriber.

"Physicians prescribing poisonous substances should add such directions as will indicate the use for which they are intended. When unusual doses are prescribed, pains should be taken to indicate to the pharmacists that the quantity prescribed is understood.

"Fifth—In case of a suspected error or substitution by pharmacists in the compounding of prescriptions, physicians should always satisfy themselves by conferring with the pharmacist as to the true state of affairs, and in no case should the pharmacist be condemned by the physician, or the physician by the pharmacist, either to the patient and family or in the press, without previous careful investigation.

"Whenever there is a doubt in the mind of the pharmacist as to the correctness of the physician's prescription or directions, he should invariably confer with the physician, in order to avoid possible mistakes or unpleasantness, and should not attempt to make any changes without such conference.

"Sixth—Pharmacists should never discuss physicians' prescriptions with customers, nor disclose the composition thereof to them."

DR. H. M. WHELPLEY, of St. Louis—The importance of this subject to the retail pharmacists is well indicated by the free discussion that is springing up. The seriousness of the subject and the difficulty of finding a solution is evidenced in your discussion. The remedy for the evil, however, I think is in such agreements as referred to by Mr. Dodds. During the past year I have been interested in some educational work that has caused me to personally interview something like one hundred of the leading physicians of St. Louis. During that time I have learned that they are being strongly solicited by those interested in having them dispense their own medicines. Three main arguments are presented. First, when you dispense your own remedies you control the refilling of the prescriptions; Second, when you dispense your own remedies you control the quality and prevent substitution; Third, in dispensing your own remedies you are cutting off counter prescribing. Some add to this the element of profit. This, however, depends upon whether the physician solicited thinks more of profit than of the welfare of the patient. Some say profit should not be considered. The solution of the problem, as far as I can see, is embodied in the suggestion of Mr. Wooten. Let the physician understand that you are thoroughly competent. Couple with this the practical suggestion of Mr. Dodds and bring it home to the physicians in your own immediate neighborhood by mutual consultation. Unfortunately, the number of cheap medical colleges in the country is very great. It is from these institutions that the great number of graduates come, each one with a small knowledge of medicine and pharmacy. Just in inverse proportion to their actual knowledge they hold their estimate of what they know.

MR. LOEHR—In our town we have a lady physician and the burden of her song was the refilling of prescriptions. I asked her if she had any suggestions to offer with regard to it, but she had none. I then suggested to her that if she would write prescriptions on my blanks I would put no date on them, no number, or anything by way of identification. While she wrote a few after that she soon fell back into the old way.

As to the supply houses, I have a letter from the Abbott Alkaloidal Company, in reply to a letter I sent early in the year, which explains their position. I wrote them with reference to that little blotter I spoke of a few moments ago, and this is their reply:

"CHICAGO, JAN. 21, 1901.

*Mr. Theo. C. Loehr, Carlinville, Ill:*

DEAR SIR—Your favor of the 15th is at hand. How far is that blotter from being right when you come right down to it? Not that

we would set the doctor against the druggist, but we are doing business with the doctor and must talk facts to our customer. No druggist ever interested himself for us. He sells what the doctor demands or the laity asks for. He suggests, counter prescribes, and is better than most if he doesn't substitute. This you know as well as I and he is constantly sending out vicious advertising matter supplied by proprietary remedy manufacturers that is a direct injury to the medical profession and a menace to the public. Possibly you don't do it and if you do not, you belong to the God-given few to whom I take off my hat and stand bare-headed if it rains pitchforks.

Very truly yours,

THE ABBOTT ALKALOIDAL CO.

Per Dr. W. C. Abbott."

MR. BOEHM—In the city when you go to see a doctor about prescribing, the first thing he will talk to you about is substitution. This practice of substitution by some druggists is what causes the physicians to lose confidence in the druggists. You should confer often with your physicians and act together wherever it is possible.

THE PRESIDENT—Everybody seems to have a lot of good ideas on this subject and I wish we had the time to devote the entire day to it. I am afraid, however, that we will have to leave the subject now. The ideas presented here ought to bear fruit. It is the most practical thing that has come before this body and it deserves a great deal of prominence.

If Mr. Wooten will call the attention of the association to some other point we will now take it up.

MR. WOOTEN—Another point brought out in the paper is the query as to whether druggists are not devoting too much time to side lines—whether they are not becoming merchants first and pharmacists secondarily, instead of reversing the order. All of us have put in our stores a large number of side lines. We are, as I said in the paper, miniature department storekeepers. Have we not gone to the extreme of devoting too much time and thought to these side lines at the expense of looking after the professional part of our work? First of all, we should convince the doctors that we understand the drug business and are capable of helping them in their work of providing such remedies as will cure disease. Instead of that are we not giving more attention to the soda fountain and to providing tables for our customers, etc? The paper does not say that the handling of side lines is detrimental to the interests of the pharmacists, but it makes the query whether or not it is true.

MR. SIMPSON—What I am going to say is not much. Mr. Wooten seems to make the point that no matter if your soda fountain pays you should let it go. Pharmacy is all right and we should stand by it. Mr.

Wooten, however, thinks it has become a secondary matter with some. Whiskey comes first with some druggists. Mr. Dodds has a very elegant soda fountain and does a good business, but Mr. Wooten drives at the idea that he should give it up because it is not pharmacy. We are all in business for the money there is in it. None of us are in business for our health. The soda fountain is legitimate beyond question. If a man can put a restaurant in his store and make money, why not let him do it? The idea advanced is that if a man can make a little money with side lines he should cut them out because it is not strictly pharmacy. There is a lot of us out in the country who can not live that way. I haven't a soda fountain because the town will not support it. I would be very glad, however, if I had a soda fountain business that would pay me. If we can be soda water dispensers and pharmacists together, make money out of it and pay our bills and come to the meeting of the Illinois Pharmaceutical Association once a year, (and that takes seven or eight dollars now), I think we had better put it that line.

MR. LOEHR—I do not believe the paper conveys the idea that we should throw out such side lines. The idea is that the legitimate business is neglected. In conversation with a traveling man not long ago he asked me if I did not want to buy some fluid extract of arnica. He told me that he sold it to four or five druggists. I think that is one mistake the druggists make. They do not make enough of the simple remedies. Through their own negligence they lose profit and prestige at the same time.

VICE-PRESIDENT SWANNELL—As I understand Mr. Wooten, it is not the idea that every one should throw out these side lines. My experience in this business covers forty years. I used to run a fountain and I itemize a great many lines. I know how many cigars I have bought and sold and what the profit is every month. I did the same thing with my soda fountain. My sales reached \$1,800 for several years and then they went down to \$75 or \$100 a year and I put the fountain down in the cellar where the fire finally caught it. My profits were about 50 per cent and I seriously thought of putting in another fountain a year or so ago. My son and I talked it over and we came to the conclusion we could devote our energies to the drug business and make more money out of it. You all know that it requires a great deal of attention, especially in these later days. In one of our neighboring towns in the nicest little pharmacy in the village they have fitted up a ice cream parlor. I think that is crowding the drug business out of its legitimate sphere. We all take in these extra lines and where I can make money out of them and they do not interfere with my business propose to maintain them. Where there is not much money in them you will naturally neglect that particular line and devote yourself to others more remunerative. I think these outside lines may be run to

excess, but, of course, we have to carry lines that would not be suitable in the city. The trying evil of the day, however, is the self-dispensing physician. How this dispensing by physicians will terminate, I do not know, but I do not believe it will remain as it is very long. Neither do I think that there is as much counter prescribing as heretofore. In my experience I never tried to suggest any remedy as long as there was a possible chance of getting a prescription. It is, though, a big incentive, when a druggist has a chance, to sell a customer a dollar bottle of medicine, which will do him as much good as the doctor's prescription.

**THE PRESIDENT**—Although this subject is very interesting and we ought to spend a great deal of time on it, we will necessarily have to be brief. Each speaker will do a favor by making his remarks as short as possible.

**MR. FORSYTH**—I understood the query to be, do not druggists devote too much time to side lines that do not pay them? I have no doubt that every druggist in this room does that very thing. I have a soda fountain that I have threatened to throw out into the street the last few years. I know if I would have my employes devote the time to some other legitimate line of business that I would make more money. The trouble is that there is a feeling that a fountain is a necessary accessory of a drug store and you must have it. Is there not some side line in my store that I am devoting more time to than I am getting out of it in the way of money?

**MR. BARTELLS**—I used to have a side line of wall paper and curtains. Occasionally I would sell a small order of wall paper and I closed the stock out. I am now trying to get rid of a line of paints and oils. I think I have lost more money on this line than I have ever made. I am very much interested in the welfare of several painters but they do not seem to be interested in mine.

**MR. ARNOLD**—I have a side line in my store and it is pharmacy. My main line is paints, oils, etc.

**MR. WOOTEN**—The next subject that is touched upon in the report is the appearance of prescriptions when they leave the drug store and pass into the hands of the customer. Dr. Remington in his book on pharmacy says that the public has no way of judging of your qualifications except by what it sees of your handiwork. A nice bottle with a neatly trimmed label, with the directions neatly written, with a good cork either capped with a paper cap or sealing wax, and above all, neatly wrapped, is a recommendation for your store such as you can not get in any other way, no matter what sort of advertising you do. (Applause). I do not know how particular other druggists are with reference to these things, but I have had a good many registered pharmacists in my store who came to me well recommended and who

put up packages to be sent out that would be a disgrace to my store, in my opinion. I have had a good deal of difficulty in getting them to understand the point of view from which I regard these things. There is no excuse for a clerk sending out an ointment pot that has been refilled, with the old ointment sticking in the top of the pot. This is an illustration of the kind of carelessness of which I am complaining. The druggist ought to be the doctor's best friend, but the latter has come to regard the druggist as being his antagonist. The doctor will say "it is simply awful the way this druggist does; just look at that package and you will see that he does not understand his business. He ought to be a farmer; he is not on to his job." The patient takes hold of this sort of talk very readily. Everything that works against the druggist seems to gain momentum with very little trouble. We ought to pay close attention to all these little details and convince the doctors that we do understand our business, no matter from what point of view our work is regarded.

THE PRESIDENT—This differs materially from any other point that might come up. There can not be two sides to the question. Unless some one has some new ideas on this subject, we will pass on.

On motion of Mr. Bodemann the views of Mr. Wooten on this subject were declared to be the views of the association.

MR. WOOTEN—The next point brought out is the encouraging of young men who have but little money to embark in the business by wholesale drug houses. There are altogether too many stores, but everybody thinks the other fellow ought to go out of business. Wholesale drug houses find a young man who wants to go into business and they encourage him in it. It is more than likely that this man will select some locality where the field is already covered, but that does not deter him. It seems to me that when such a store is about to be started the druggists in that locality should get together and bring their influence to bear upon the wholesale house that is back of the undertaking and get it too keep its hands off. Let these young men continue clerking, where they will be much better off. There are thousands of pharmacists in business who would be better off if drawing a salary. The point brought out is that in all such cases the druggists ought to act as a unit in preventing these stores from being established.

MR. SIMPSON—If a young man has \$200 and wants to go into business, I do not see why he should be handicapped by the other pharmacists in that vicinity.

MR. A. SCHERER, of Chicago—I do not think a young man who has but \$200 could be handicapped by any one else. He handicaps himself when he starts in business.

MR. WOOTEN—The report refers briefly to the subject of a business education for pharmacists. A great deal is being said about the business education of the coming pharmacists. Your committee believes that the interests of those engaged in the drug business will be materially advanced when clerks who have saved a few hundred dollars and have decided to go into business for themselves, have sense enough to know that the cost of doing business must be added to an article before its selling price can be calculated upon with reference to profit and loss; that an \$8.75 proprietary can not be sold at less than 88 cents without actual loss, provided the cost of doing business is 20 per cent, which is a low estimate under ordinary conditions.

A gentleman from Chicago told me the other day that he thought 20 per cent entirely too low. In that city but very few do business for less than 25 per cent. When you add 25 per cent you are compelled to sell an article such as I have referred to for 93 cents in order to get out whole. If you sell it for \$1 you have got a clear profit of 7 cents. The present unfavorable condition of the drug trade, commercially, is due in a large measure to the lack of sound business sense on the part of many who are engaged in it.

VICE-PRESIDENT SWANNELL—In regard to the per cent of profit or loss, I doubt very much if there is any line of business in which we are engaged but what there are some things sold at a loss. You are not necessarily losing anything if you sell goods at a less rate of profit than it costs you to do business. It costs us about 12 or 13 per cent to run our business, but we sell some goods at 6 and 7 per cent. But it costs us no more to sell those goods and our expenses are not increased a bit. Our clerk hire is no more and the expenses are not increased by the sale of those goods. Therefore we cannot throw out a line of goods because it does not pay the per cent that it costs us to transact business. We all sell goods at a loss, when reckoned on the percentage of conducting our business.

MR. WOOTEN—Another point brought out in the report, which is probably of more interest to the city than to the country druggists, is the selling of goods at retail by the wholesale houses. In Chicago we have had a good deal of trouble concerning this practice. The point in the report is that by organization those wholesalers can be induced to desist from selling goods at retail, which, of course, is very greatly to the interest of the retail druggists.

The last point made is that proprietary medicines are now a commercial article and must be regarded as such. The board of pharmacy has no leverage that it can exert on dealers who are cutting the prices, or others than druggists who are selling patent medicines. We must use such means as lie in our power to make the selling of these goods profitable to the druggists. Prices always seek a level. In a given locality they are usually the same. The tendency of prices is to go



down. Now, if some schedule could be arrived at whereby everybody could sell them, they can be made a source of profit instead of not yielding any substantial returns. The tendency of the adoption of a schedule is to advance prices. It is just as easy to get a profitable price as one that does not produce a profit. The report encourages this. The point is made that this in no way indicates a lack of confidence in the N. A. R. D. method. The N. A. R. D. undertakes to prevent these people who are aggressive cutters from obtaining goods. This, I think all of you will say, is a big proposition. Just as long, however, as there are druggists who will lend themselves to buying goods for these cutters, just that long will we be prevented from putting this plan thoroughly into effect.

**THE PRESIDENT**—This discussion has been very interesting and profitable. All of the points in the report having been brought out, we will now pass on to our regular program for the morning.

**MR. FORSYTH**—Prof. Whelpley has been making some investigations with regard to the medicines used by the leading physicians of St. Louis and I think it would be well to request him to read a short paper which he has prepared on this subject.

**THE PRESIDENT**—We are always glad to hear from Prof. Whelpley.

## The Medicines Prescribed by 105 St. Louis Physicians.

BY HENRY M. WHELPLEY, PH. G., M. D.

It was while teaching *materia medica* to medical students that I determined to find out just what medicines are actually used by the leading physicians of St. Louis. The statistics gathered from 105 practitioners contain much of interest to the pharmacist.

### THE NUMBER OF MEDICINES USED.

The price lists contain thousands of medicines but it is evident that they are by no means all used by the regular practitioners. The 105 physicians contributing to these statistics use 777 different medicines. Of these 82 are patent or proprietary preparations. Thirty-three doctors do not use any preparations of this class.

### POPULAR MEDICINES.

The ten most popular medicines are the following. The figures after each indicate the number of physicians out of 105 using each one.

Acid, boric, 102; Acid, carbolic, 101; Chloroform, 103; Morphine sulphate, 103; Phenacetine, 100; Glycerin, 99; Iodine, tincture, 100; Opium, tincture, 97; Silver, nitrate, 99; Strychnine, sulphate, 100.

## DRUGS AND CHEMICALS IN MANY FORMS.

Among the medicines given in the greatest number of forms are the following: Ammonium, 11; Glycyrrhiza, 7; Ipecac, 7; Iron, 27; Magnesium, 8; Mercury, 16; Potassium, 13; Quinine, 14; Sodium, 17; Zinc, 9.

## PHARMACEUTICAL PREPARATIONS.

The number of different officinal or stock pharmaceutical preparations used and their relative popularity is indicated by the following list. The figures after each preparation designate the number of drugs given in that particular form:

- |                         |                       |
|-------------------------|-----------------------|
| 1. Cerates, 1.          | 15. Mucilages, 1.     |
| 2. Collodions, 2.       | 16. Oleates, 1.       |
| 3. Confectiones, 1.     | 17. Oil sugars, 3.    |
| 4. Decoctions, 1.       | 18. Ointments, 18.    |
| 5. Elixirs, 20.         | 19. Pills, 4.         |
| 6. Emulsions, 3.        | 20. Plasters, 1.      |
| 7. Extracts, 26.        | 21. Powders, 11.      |
| 8. Fluid extracts, 62.  | 22. Solutions, 20.    |
| 9. Glycerites, 2.       | 23. Spirits, 11.      |
| 10. Infusions, 9.       | 24. Suppositories, 1. |
| 11. Liniments, 3.       | 25. Syrups, 36.       |
| 12. Liquid extracts, 1. | 26. Tablets, 2.       |
| 13. Masses, 2.          | 27. Tinctures, 50.    |
| 14. Mixtures, 5.        | 28. Waters, 17.       |
|                         | 29. Wines, 6.         |

The above statistics in no way indicate the extemporaneous prescriptions for pills, powders, etc.

Among the individual preparations I find 29 of the National Formulary, 2 of the German Pharmacopœia and 2 of the British Pharmacopœia.

Of the one hundred and five physicians, 57 use wafers and 60 gelatine capsules.

On motion of Mr. Forsyth a vote of thanks was extended to Dr. Whelpley for presenting the results of his investigation to the association and his paper was ordered received and printed in the proceedings.

**THE PRESIDENT**—The report of the committee on legislation, which was carried over from yesterday, will now be received. Mr. Hoy, chairman of the committee, is now with us and we will take pleasure in listening to his report.

**MR. L. T. HOY**—I will preface my report by saying that I submitted it to the president for his inspection and he has stricken one section of it out, stating that it conflicts with his address. The section

stricken out is the one referring to the work of the committee. When I reach it I will call your special attention to it and you can use your own judgment about inserting it in the proceedings.

### Report of Committee on Legislation.

*Mr. President and Members of the Illinois Pharmaceutical Association:*

Your committee on legislation would respectfully beg leave to present the following report.

On February 16th, the secretary of this association notified the chairman of this committee of his selection by the president, as chairman, and that there was associated with him Messrs. Milnor, Purdunn, Lehman, Straw, Green, Wright, Bader and Metzger. As soon thereafter as convenient, the members of the committee were requested to meet at Springfield. The president of this association, the members of the State Board of Pharmacy, also all senators and representatives, who are druggists, were notified of the date of the meeting, and urged to attend. There were, at said meeting, President Gale, Representatives Purdunn and Milnor, B. Schwartz, Jr., representing the board of pharmacy, and Messrs. Green, Wright and Hoy.

After a thorough discussion of the propriety of making changes in the present pharmacy law, a draft of the changes desired was made, and the chairman was empowered to have them embodied in a bill and present the same for passage to the legislature.

Your committee were thoroughly impressed with the idea that the members of this association desired the accomplishment of two separate and distinct objects, in any new legislation which might be attempted, viz: The regulating of the sale of patent or proprietary preparations, and the securing of an appropriation from the state sufficient to enable the State Board of Pharmacy to do away with the annual renewal fee for certificates.

After carefully studying the decision of the supreme court, in the case of the People vs. Noel, we found that said decision covered practically two points. First, that the legislature exceeded its authority when it delegated to the board of pharmacy the power to say, arbitrarily, who should and who should not sell patents, and hence this section was unconstitutional. Second, the court held that under the act then in force, no provision was made for the inspection or analysis of proprietary medicines, by registered pharmacists, and that therefore they were no better qualified to recommend, or vouch for, the safe and proper qualities of the medicine they sold than was the grocer or general dealer, and that in the absence of some such requirement, the act, or section of the act, giving them exclusive sale of this class of remedies was class legislation, and therefore unconstitutional.

The court further held that the legislature had the undoubted right and power to regulate the sale of patent medicines, but that it must be done in such a manner as to furnish to the buyer a guarantee of the

purity, safety, and usefulness of the article sold by him. In other words, the registered pharmacist must make an analysis, inspection or examination of a sample package of each and every kind of medicine which he offered for sale, and become personally responsible for any ill effects which should follow its use.

This view of the court decision was fully concurred in by the Attorney General's office, and also by other eminent legal minds, and your committee were reluctantly forced to the conclusion that any provision which would confer upon the registered pharmacist the exclusive sale of patent medicines, would impose upon him responsibility, expense and hardship which would be entirely out of proportion to the benefits he could hope to derive therefrom. The bill was therefore drafted without attempting the insertion of a section regulating patent medicines, but it did in its title, and in the body thereof, contain provisions for an appropriation. A section was attached making an appropriation of \$5,000 per year for maintaining and enforcing the act.

After the bill had been introduced in the House it was learned that it would be fought and defeated in the Senate, if we persisted in asking for the \$5,000 appropriation, but with that omitted, there would be no opposition to its passage. In this form the bill finally passed the House and Senate, and was in due time signed by the Governor, and will, on July 1st, 1901, become operative and take the place of the present act.

The question now naturally arises, what have we, as retail druggists, or pharmacists, gained in this, over the old pharmacy act? First, under the provisions of the former law, we were absolutely barred from asking for an appropriation, by the terms of the statute. We all feel and believe that as pharmacy legislation is, primarily, for the protection of the life and health of all the people of the state, the state should bear the expense of enforcing and carrying out the provisions of the law. All legislation of an affirmative character, is and must of necessity be, in the nature of a compromise, and taking this view we find that in this act, we have a law which in its title specifies distinctly that it is "An Act to regulate the practice of Pharmacy, in the State of Illinois, and make an appropriation therefor;" also in a section of the law, it is provided that the expenses "shall be paid out of the fees, fines, and appropriations." Thus we find the foundation laid for the desired end, viz: the eventual doing away with renewal fees.

Your committee are firmly convinced that this association can, at the next session of the legislature, obtain an appropriation which will provide funds sufficient to enable the board of pharmacy to do away with all or nearly all of the annual fees, providing each member can be made to realize his political importance and exercise the power which he consciously, or unconsciously, possesses.

Throughout the country districts of the state, the drug store is political headquarters, and if the druggists will but look after their own interests, they can place their members of the legislature under such obligations to them, that they will gladly champion any measure for the druggists' benefit, which is reasonable and fair.

This act increases the expense of original registration from \$5 to \$10 and limits to two, the number of examinations which an applicant can take on the deposit of \$5 made with the filing of the application. Under the old act, an applicant could take an unlimited number of examinations, and then, if unsuccessful, could claim and receive his \$5, thus taking the time of the board, which means a large expense, for which he contributed nothing. We have also in this act a section under which those who keep or sell adulterated drugs or medicines can be successfully prosecuted. This is a result which could not be accomplished under the present act. So much in explanation of the new pharmacy law. Your committee do not claim it to be perfect, or all that is to be desired, but it is all that could be obtained at the present time, and we concur in the sentiment of the old "saw" that "half a loaf is better than no bread." The foundation is laid; let the work be continued and we will eventually secure all, or nearly all, which can reasonably be asked or expected.

*The recent session of the legislature was unusually free from measures designed to injure the druggists, and such as were introduced, had but to be mentioned to be disposed of.*

We cannot close this report without calling attention to the service rendered the assistant and registered pharmacists of the state by Representative Milnor, in securing the passage of an act exempting them from jury service, and we believe they will fully appreciate his services.

Your committee are under obligations to Senators Chapman, Putnam, Fuller and Harris, also Representatives Purdunn, Gould, Milnor, Shurtleff, Bush, Warder and Pool for courtesies extended and services rendered.

☞ We realize that in accepting the duty imposed on us, we were placing ourselves in a position where we were subject to more criticism than praise, but the man who faithfully discharges his duty according to the best light he has, or can secure, does so without thinking of rewards or punishments.

We therefore trust you will accept the report of our labors in the same spirit with which those labors have been performed.

Respectfully submitted,

L. T. Hoy, *Chairman.*

NOTE.—The paragraph printed in *italics* is the section referred to by Mr. Hoy as having been stricken out by the president on account of it conflicting with his annual address.

MR. HOY (continuing)—Because the measures which would have been inimical to the interests of the druggists, if passed, were so easily defeated, is the reason for the insertion in the report of the paragraph in question. One of these measures provided for printing all the formulas. The other is what was known as the "soda fountain" bill. Had this latter become a law it would have required the use in this state of a particular soda apparatus. The committee did not think they deserved any special credit for heading off this legislation because it was so easily done. All that was necessary was to request certain members to see that these bills did not become laws. They were disposed of without any difficulty at all. The "soda fountain" bill was thoroughly advertised throughout the state.

On motion of Mr. Bartells the report of the committee was received and ordered printed in the proceedings.

MR. PLATT—Mr. Hoy stated that we could never pass a bill restricting the sale of patent medicines. He also stated that the state ought to pay for the administration of the pharmacy law, but that if the appropriation section had not been stricken from the bill it would have been defeated. I want to know why it would have been killed. Doctors are not required to pay annual fees and why should the druggists be? I say it is class legislation. In Chicago, Mr. Yeomans was arrested for not paying his annual fee. He was fined, and in order to make a test case of it, appealed to the higher court, where the case has been pending for some time. I think this association ought to take some action along the line of calling upon the judge who has it under advisement for an early decision. I think the courts would decide that this requirement of an annual fee by the pharmacists is class legislation.

THE PRESIDENT—That is hardly a question that should come before us, although the point is well taken.

VICE-PRESIDENT SWANNELL—What do you include in proprietary medicines? Do you mean the ordinary patent medicines? I would also like to know if country stores have the right to sell pharmaceutical patent medicines.

MR. HOY—These stores will be confined strictly to what are termed patent medicines. There is a large line of proprietaries which are put up for physicians, which are classed as proprietary remedies. They are, in a measure, secret. They have no directions for use which would be sufficient for the general public. Such as these we term proprietary preparations. They are not included in the law and can not legally be sold by general dealers.

THE PRESIDENT—We will now have the report of the board of pharmacy.

MR. HOY, secretary of the board—The report is very long and has been printed in pamphlet form for your information. With your consent I will distribute these pamphlets among you and save the time of reading it in full. You can look it over and if you find anything concerning which you desire further information I shall be very glad to give it. This will be published in our annual report, which has not yet been received from the state printer. Owing to the amount of work made necessary by the session of the legislature the Secretary of State has not yet been able to print our annual report in full.

THE PRESIDENT—The Committee on U. S. Pharmacopœia has sent in its report, none of the committee being able to be with us today. It shows a good deal of thought and study and contains a number of suggestions or recommendations, all of which are very practical. The closest attention of every one is requested while these suggestions are being read, because action will be taken on them by the association. If you will apply yourself closely to them while they are being read it will save a good deal of explanation later. We will now have the pleasure of hearing this report read by the secretary.

### Report of Committee on U. S. Pharmacopœia.

#### *To the Illinois Pharmaceutical Association:*

Your committee on the pharmacopœia reports as follows:

We deeply regret the death of Dr. Charles Rice, the chairman of the Committee of Revision of the Pharmacopœia of the United States, who died on the 13th of May, and recommend that the Illinois Pharmaceutical Association adopt suitable resolutions expressing its sense of this loss to scientific pharmacy.

Your committee realizes that the work of revision of the pharmacopœia is now in active progress, and comments upon individual drugs or preparations, or upon details of the text which have been made in the past ten years in such profusion, that any reference to these suggestions, or further comments of that nature, must now be addressed directly to the chairman of the revision committee by those who may have them to make.

This report accordingly deals only with general features and principles. We recommend that the Illinois Pharmaceutical Association give its consideration to the propositions herewith submitted, and vote upon each of them, and that such of these propositions as may receive the support of the association be forwarded to the committee of revision as the recommendations of this association:

1. It is recommended that the board of trustees of the pharmacopœial convention and the committee of revision take into careful consideration the great importance of increasing the distribution of the pharmacopœia, strengthening its authority and rendering it more

widely useful and popular. Such free use of its text, and such transposition of its formulas, as would have a tendency to cause the substitution of other books for the pharmacopœia for the purposes for which that work is intended ought to be prevented, so far as this can be accomplished without interference, by legitimate discussion and elucidation of the text referred to.

2. A strong effort should be made to secure the introduction of the pharmacopœia as a text book in the medical and pharmaceutical schools.

3. Believing that the requirements of pharmacists who are disposed to *prepare* medicines, rather than to buy and sell ready made products, should be recognized to the fullest extent practicable, we recommend that the formulas and processes of production given in the pharmacopœia be extended instead of diminished in number, and that they be made as simple in manipulation as may be consistent with satisfactory results, in order that pharmacists generally may be encouraged and aided in the performance of technical work. In this connection, however, we desire to put on record our protest against the adoption of such expedients as the preparation of tinctures, syrups, etc., from fluid extracts, believing that the introduction of such methods in the pharmacopœia must serve as an incentive to abuse.

4. It is recommended that in all cases where two or more varieties of any one drug or medicinal agent is available, only one should be made official, especially in any case where there may be a material difference in medicinal activity or in quality. There should be in the pharmacopœia only one oil of cinnamon, only one cinnamon, one buchu, one senna, one oil of lavender, one benzoic acid, etc.

5. As to the so-called "synthetic remedies," or modern organic chemicals, we believe that only such substances as have a definite chemical composition should be admitted to the pharmacopœia, and then only such as may be produced by methods not protected by patents.

6. We believe that the time has come to dismiss from the pharmacopœia all complex therapeutic mixtures or polypharmaceutical preparations, however extensively they may be used. Such preparations are but relics of the days when pharmacopœias were largely collections of previously secret or private formulas or prescriptions; they are altogether unscientific and in many cases absurd; and they cast discredit upon the dignity of the pharmacopœia. The preparations referred to can be just as freely used whether they are official or not, and their proper place is in the national formulary. They constitute but about five per cent of all the medicinal substances in the pharmacopœia, and their dismissal would be a decided step forward and would occasion no inconvenience whatever; their retention, on the other hand, would constitute an ever present excuse for adding to their



number from the hundreds of ready made prescriptions and combinations constantly placed before the public and the medical profession.

In this connection we recommend that the pharmacopœial revision committee turn over to the American Pharmaceutical Association all material relating to this class of preparations, and we hope that the National Formulary will be made so complete and may be so perfected that it will command general recognition.

7. We recommend that in addition to giving the specific gravities of liquids at 15° C., their specific gravities at 22° C. be also given, referring to water of the same temperature as the unit in each case.

8. We recommend that instead of the supposedly exact atomic weights determined from time to time the pharmacopœia shall give only the approximate and "rounded-off" numbers, which are not only sufficiently nearly exact, but the only ones that can be employed in pharmaceutical chemical work without the expenditure of an unreasonable amount of time and labor, which must be barren of any compensating advantage in any direction.

There can be no serious objection to the publication in the pharmacopœia of a table of the latest and most trustworthy and close determinations of atomic weights, although changes are likely to be made before the next revision; but the adoption of these remarkably close values, involving the use of three or more decimals, *for actual work*, is uncalled for and highly objectionable.

9. As to "doses in the pharmacopœia," this association favors the introduction of a table of maximum doses on the same plan as the tables contained in so large a number of other recent pharmacopœias of the world.

10. We recommend that "adenda" to the pharmacopœia be published by the revision committee as often as may be practicable and useful in its opinion, and we would suggest that it might be found both practicable and useful to supply one such pamphlet each year free to all purchasers of the pharmacopœia.

The foregoing recommendations, or so many of them as may be adopted by the association, if any, should be forwarded to the chairman of the committee of revision without delay, either by your secretary, or by the chairman of your committee on the U. S. Pharmacopœia, in the name of the association.

Respectfully submitted,

OSCAR OLDBERG, *Chairman.*

On motion of Mr. Straw the report of the committee was adopted, ordered printed in the proceedings, and the chairman of the committee instructed to notify the committee of revision of the pharmacopœia of the action of the association.

**THE PRESIDENT**—With the permission of the association I will take the liberty of appointing a committee of three to draft suitable resolutions on the life and work of Dr. Rice. I will appoint on this committee Messrs. Marshall, Keeling and Hoy.

The next on the program is a paper by Mr. Thos. V. Wooten on the National Association of Retail Druggists, the work it is doing, the plan it is pursuing and the results it is accomplishing.

## The N. A. R. D.—A Business Men's Organization.

BY T. V. WOOTEN.

If I were asked to describe in a single sentence the enterprise which we denominate "The N. A. R. D.," I should answer by paraphrasing thus the well known utterance of the immortal Lincoln: "It is a movement of druggists, by druggists and for druggists, to the end that the calling to which most of us have given the best years of our lives may not cease to be a source of satisfaction and of profit."

A pharmaceutical manufacturer said to me not long ago that in his opinion the undertaking in which we are engaged deserves success, because of the fact that the leaders of our movement are the first druggists who apprehended the actual conditions under which the drug trade is doing business and who had the courage to undertake to correct these conditions by practical means. Whether or not this observation is founded on fact, it is true beyond question that the national association has diagnosed properly the disease from which the drug trade is suffering and unless the symptoms are wholly misleading the proper remedial agencies are being employed. It was not an easy task to arouse the patient from the state of coma into which he had fallen, indeed some portions of his anatomy have not even yet responded to treatment, in spite of our best efforts, but gradually the warm, fresh blood of renewed vitality is coursing through arteries long dormant, and the outlook for the patient's recovery is in the highest degree favorable. Stimulants, tonics, and healthful exercise have wrought during the last three years a change so great that the patient's best friends scarcely recognize him.

That which the sick man will be able to accomplish when he has grown strong is aptly illustrated by the experience through which we passed during the past winter in the repeal of the stamp tax on medicinal preparations. It is never easy to gain access to the ways and means committee of the House, or the finance committee of the Senate, and to these important committees had been referred the work of changing (if changes therein were to be made) the internal revenue law of 1898. Many were the interests that clamored for an opportunity to be heard, interests, some of which were backed by powerful political influences, others that were supported by the press and by those who constantly

seek public favor as a reward for activity in relieving the public of real or fancied burdens, but to all of these interests alike the committees named were deaf. Quietly, without ostentation, without a syllable of help from the newspapers, the retail drug trade gained an audience with the ways and means committee and the Senate finance committee, stated in a dignified way its grievances, demanded in the name of forty-two thousand loyal Americans that the burden we had patiently borne, a portion of which burden had been heaped upon us unjustly, should be removed from our shoulders. What was the result? Of all the taxes imposed on account of the Spanish-American war the tax on medicinal preparations was the first to be recommended for removal. And how, you will ask, was this brought about? Simply by the exercise of a little of that latent energy which the retail drug trade possesses but has never used. After such an exhibition of power (a revelation even to itself) it does seem that retail druggists, from New Brunswick to Mexico, would bestir themselves to correct the other abuses which, little by little, we have allowed to be heaped upon us. O, that the national association could shout unto the ear of every one of these druggists "Wake up, wake up, your deliverance is at hand."

At this time the question that most interests you in common with our fellow druggists throughout the country is "will the tripartite plan of handling the vexing question of price-cutting on proprietaries accomplish what was expected?" In answer to this question I will say that judged by the results already achieved, only a degree of apathy amounting to commercial suicide on the part of those who are expected to be its beneficiaries can defeat its entire success, provided success is not understood to mean the restoration of the price of *all* dollar proprietaries *everywhere* to \$1.00. In many places this has already been accomplished. In saying this I do not refer to large cities as a whole, but to districts in large cities, to small cities, to towns and to populous country communities. In some places it may be impossible ever to restore the best advertised dollar goods to full figure, but all of them can be made, and will be made, to bear a healthy profit.

Greatly to the credit of our fellow druggists throughout the country, a good deal has been, and is being said about the business education of the coming pharmacist. It is an assured fact that the interests of those engaged in the drug business will be materially advanced when clerks who have saved a few hundred dollars and have decided to go into business on their own account, shall have business sense enough to know that the cost of doing business must be added to an article before its selling price can be calculated upon with reference to profit and loss; that an \$8.75 proprietary cannot be sold at less than 88 cents without actual loss, provided the cost of doing business is 20 per cent, which is a low estimate under ordinary conditions. The present unfavorable condition of the drug trade, commercially, is due in a

large measure to the lack of business discernment on the part of a large number of those who are engaged in it.

In order to accomplish the object of preventing price demoralization it does not follow as a matter of course that we must antagonize the department stores or those whom we have been accustomed to regard as cutters. The desire of every dealer is to make money, and as prices always seek a level, it not infrequently happens that these people are glad to co-operate with the retail drug trade in making the handling of these goods more profitable to all concerned. Of course, we must make use of every available means to protect ourselves against those who desire to enhance their own interests by selling proprietaries at a loss, in order to advertise other goods, utterly regardless of the effect upon the drug trade, and it is here that the value of the N. A. R. D. becomes conspicuous, but it should not be forgotten that during the weeks and months which may transpire before these cutters shall be rendered harmless by the N. A. R. D., prices are likely to be worse demoralized than ever before, and self interest suggests that a schedule of prices satisfactory to all dealers in proprietaries shall be adopted whenever this can be done without too great a sacrifice. Experience has shown that this plan has the following advantage: wherever a schedule of prices has been agreed upon and put in force, the dealers affected by it gradually come to understand that it is as easy to get profitable prices as those which yield little or no compensation, and the constant tendency is to increase prices to a satisfactory figure. Wherever it can be affected, co-operation is, of all means, the very best for increasing the bank account of those interested. Do not misunderstand me as doubting in the slightest degree the efficiency of the N. A. R. D. plan of curtailing the power for harm of the persistently aggressive cutter, but as long as poverty-stricken or unscrupulous druggists can be used by these cutters to buy goods for them, so long will be delayed the benefits which the N. A. R. D. will undoubtedly secure unless all indications are deceptive.

It may not be known to you that the one thousand druggists of Chicago are now organized into district associations. These districts (twenty-two in number) embrace from twenty-five to sixty druggists each and are so arranged that every druggist in any given district is doing business under exactly the same conditions as every other druggist in that district. It will be an agreeable surprise to you to know that since this system has gone into effect the profits of the drug business in Chicago have increased to such an extent that stores offered for sale are now held by their owners to be worth from \$500 to \$1,000 more than they were a year ago, and there are fewer stores in the market than at any time for years past. And these results have been accomplished in Chicago, the birthplace of the department store and department store methods and in spite of the competition which these

stores are still waging, because we have not yet succeeded in bringing them into line, though we are still working to this end with fair prospects of success.

The increased profits which the Chicago druggists are now enjoying are not due entirely to the advance in the prices of proprietaries. The additional profit they are making on prescriptions that are counter goods also is a significant item; this matter, I shall mention later. What I started out to say is that nowhere is the value of the tripartite agreement exhibited to better advantage than in the districts on the west side of Chicago. Druggists within a mile of the down town cutting district, who a few months ago were selling proprietaries at cost, are now obtaining full prices for them all along the line and, what is still more gratifying, any intimation on the part of a customer that the druggist at the next corner is cutting on the price is met with a courteous, but firm reply, indicating that the druggist doubts the accuracy of the statement. It may be said also that this wholesome feeling of respect for each other and for themselves is increasing with gratifying rapidity. In all the districts, prices have been advanced and nowhere else in the country has the N. A. R. D. so large a proportion of enthusiastic supporters as in Chicago. In New York City also the district-organization method is being tried with markedly satisfactory results and some modification of this plan is almost certain to be adopted by the national association for the government of druggists in the largest cities.

Of small cities that have been benefited by our work dozens could be mentioned. Saginaw, Mich., is a conspicuous example. In this city of fifty thousand, full prices are obtained for everything. Not long since a department store there talked of putting in a line of proprietaries but the local association took pains to make known to the projectors the strength of the N. A. R. D. and its methods, with the result that the druggists have not been disturbed. Of the scores of county organizations that have been benefited by the national association, Berkshire County, Mass., is a noteworthy example. In this populous county, with its several small cities, prices were badly demoralized by three very aggressive cutters and low prices were rapidly going still lower. The N. A. R. D. stepped in and through its vigorous but kindly methods restored prices in a short time throughout the county to full figure. They have remained at these prices ever since and there is no indication of a relapse into former conditions.

Besides 34 state associations there are now 230 local bodies affiliated with us. Of the latter, many have adopted price schedules on proprietaries, which schedules have since been advanced one or more times to the great satisfaction of all concerned. The value of a schedule of prices on counter goods such as alcohol, the tinctures, carbolic acid, the several kinds of leaves, syrups, salts etc., as well as on mineral

waters, surgical dressings and other goods of smaller character, has been mentioned before in this article, but its value cannot be overestimated. A prominent Illinois druggist said recently in a meeting that he had made the discovery that, for years, he had been giving away his profits. A strict adherence by him to the price schedule adopted not long ago in his district had convinced him that the average druggist's profits are materially lowered by careless business methods in handling the small sales, which constitute a larger portion of the business of every store than is generally recognized. In Chicago, alcohol is now sold in nearly all stores, at 50 cents a pint. Is there any good reason why this article should be sold practically at cost? It is the consensus of opinion that the ease with which the advanced prices of counter goods can be obtained is a constant and agreeable source of satisfaction.

It would be an almost interminable task to narrate in detail the triumphs of the N. A. R. D. on behalf of its affiliated associations, but I can not resist the temptation to recount a few of these in order that you may know that your confidence in our movement has not been misplaced. In the territory covered by the Northern Ohio Association, almost no price cutting now exists, outside of Cleveland and Akron. Formerly, it prevailed quite generally in this territory with a pronounced tendency to grow continually worse. In Wilmington, Delaware, a schedule, which yields good profits, is now in force; a few months ago proprietaries were being sold at and below cost. The secretary of the St. Louis Apothecaries Association recently wrote to Organizer Tyler, of our association, that since the adoption of the price schedule, which went into effect in that city several months ago, the retail druggists there had increased their profits at least \$10,000 per month. He also stated that a former aggressive cutter, a firm whose methods had wrought widespread demoralization, was now an enthusiastic supporter of the N. A. R. D. because the change wrought by our efforts had enabled him, by sticking to the schedule, to clear \$5 a day more money than under previous conditions. It would be difficult to find anywhere, a set of business men who are more grateful for benefits received, than the druggists of Kansas City. After years of demoralization the schedule in force there now yields a good profit on proprietaries and the absence of aggressive advertising is a constant source of satisfaction. Secretary Pritchard of the Western Pennsylvania Association recently wrote to the secretary of the N. A. R. D.: "We have no aggressive cutters in our circle." Since that time a little cutting has been done in the city of Allegheny, but the condition of the trade throughout the large territory covered by this organization is excellent and is proving more and more satisfactory. Chattanooga, Tenn., long the home of ruinous price cutting, is now acting under a schedule; aggressive advertising has stopped and the conditions gen-

erally much improved. Prices have been restored to full figures in Hutchison, Kansas. In Louisville, a healthy schedule, which will be increased steadily, is in vogue and the outlook is bright for restoration of prosperity after a temporary lapse to the druggists of that city. In Lock Haven, McKeesport and Shamokin, Pennsylvania, Florence, Alabama, Knoxville, Tenn., and other places prices have been restored. In Minneapolis there is no cutting and the druggists are all making money. In New York City conditions are greatly improved and confidence in the efficiency of the N. A. R. D. is constantly growing. Many aggressive cutters, both there and in Chicago, have abandoned their hurtful practices and are now co-operating fully with their neighbors in the trade for mutual advantage. Even where price cutting still exists the spirit of hopefulness we have engendered in the minds of druggists is of untold value and there are very few localities, where, as the result of our work, the prices of some articles have not been advanced.

In recounting what the N. A. R. D. has accomplished to date, it is entirely proper to discuss its effect upon the wholesale drug trade. The loyalty of the rank and file of the jobbing trade to the tripartite plan has ever been a source of encouragement, and it is gratifying to state that some jobbers, who at first were skeptical of the practicability of our plans and our power to enforce them, have changed their minds and are now encouraging us by words and actions. There has never been any doubt as to our deserving the heartiest commendation and the help of the jobbers. We can not be wrong when we maintain that the tripartite plan is a marked advantage to the jobbers as a class. What have they sacrificed that will compare with the sacrifice we have made in relinquishing the right to buy from the manufacturer direct? The ruinous system of price-cutting which has been practiced in the last decade would have eventuated, within a few years, in the wiping out of the thousands of smaller stores scattered throughout the country and the gradual concentration of this business into comparatively few stores doing a large volume of business, capable of buying all their goods from the manufacturers direct and fully able to do without the drug jobber whose occupation would have ceased to exist. The tripartite plan is a boon of inestimable value to the wholesale drug trade and the better business men among them are glad to admit this and to govern themselves accordingly. Those whose ignorance and shortsightedness render them unable to recognize its advantages, must not, of course, be allowed to make these plans now effective. If no other course will suffice we must protect ourselves against them in whatever way seems most certain of accomplishing this object. The few whose cupidity has led them into covert violation of the agreement will receive such attention as their misdeeds deserve as soon as sufficient evidence against them can be obtained.

The N. A. R. D. is grateful for the help it has received from many of the salesmen of the wholesale drug houses. It has always been a pleasure to me to attest my personal appreciation of the devotion which the average drug drummer bestows upon his patrons. Affable, patient, painstaking, always good natured and obliging, he is entitled to a great deal more appreciation and an infinitely better time in this life than he is likely to get. One of the irritating features of our early work, (I am glad to say it has now almost disappeared,) was the carping nonsensical, wholly groundless criticism of our work by a few of these representatives. The men who did this were always of the smart Alec type, the kind of fellow who thinks it an indication of cuteness to say that retail druggists "wont stick together" and that the "N. A. R. D. will never amount to anything." I take great pride in admitting that I have helped to bring several of these gentlemen to time in a manner that disturbed their equilibrium for several days. In Chicago, a certain jobbing firm was given to understand, in the plainest language possible, that it could take its choice between relinquishing its trade in a certain portion of the city, retiring a salesman who represented the house there, or keeping this salesman's mouth shut. It is needless to say that the latter was the course adopted. Pernicious activity, which grows out of ignorance, is a crime and the very best way of dealing with a stubborn case of this kind is to whack its head; justice to the class to which these people belong, but which they misrepresent, demands that this be done with the least possible delay.

Ninety-one of the largest proprietary manufacturers are now co-operating with us in making the tripartite plan a success. The loyalty of these proprietors is undoubted except in the case of a very few who seem to think they can carry out their agreement, or not, as they choose, without being found out and brought to justice. The promise made by us to the proprietors at the time the tripartite plan was adopted, viz., that in exchange for their co-operation we would sell the preparations of their manufacture without argument, has been carried out by the rank and file of the drug trade of the country in a manner which merits the highest commendation. The disloyal proprietors I have mentioned are entirely willing to accept this benefit, but they are unwilling to carry out in good faith the promise on their part by which they become entitled to this benefit. The N. A. R. D. is a peaceable organization; its methods are, and have ever been, those of conciliation. It has asked nothing unreasonable at the hands of the other branches of the trade and it never will. It will go more than half way toward meeting the proprietary manufacturers in this effort to put an end to price demoralization, but it positively will not submit to deception on the part of those who pretend to be its friends, and manufacturers who adopt this policy may as well make up their minds to take the consequences of their ill-doings. There are too many



honest manufacturers who are willing to carry out their promises and who have done so on all occasions, for us to submit to mistreatment, even if we owed nothing to our own self respect. The principle might as well be laid down first as last that the drug business of the United States belongs to those who have made it what it is and these men are entitled to proper compensation for their labor and investment; and those who seek to interfere with this right will do so at their peril.

What the N. A. R. D. will accomplish in the future will, of course, depend upon the activity of those who are intended to be beneficiaries. In order to bring forcibly to the attention of the druggists of the country the rare opportunity which, under the guidance of the national association is theirs, our executive committee, as directed by the association at its last meeting, is sending into the various states trained organizers who are forming every county and every city into an auxiliary of the national body. This work requires an immense deal of painstaking, conscientious labor, but experience is already demonstrating its value and it will be kept up until the trade of the whole country is brought together in the N. A. R. D. At present, organizers are at work in Illinois, Indiana, Iowa, Missouri, Nebraska, Michigan and Wisconsin, and work in the other states will be commenced at the earliest possible moment. The organizers are being well received everywhere and the encouragement and the spirit of self-helpfulness which they inspire in the ranks of the trade are in the highest degree satisfactory to our executive committee. The work is, as yet, only in its infancy; unless some interference which cannot be foreseen shall prevent it, we shall before long have an organizer at work in every populous state in the union.

This address would be incomplete if I did not make some reference to the aggressive cutters who are antagonizing our work. I have no word of bitterness for these misguided men, many of whom are in reality good fellows in bad company. However this may be, the antics of some of them would be amusing indeed if they were not so pathetic. I am sure most of you have read the following article which appeared in a recent issue of the Pharmaceutical Era, but it is clever enough to warrant a re-reading:

**"THE CUTTER IS A CURIOUS BEING."**

"The Atlanta cutter, who has found that the N. A. R. D. plan is working and who feels so badly, because he therefore is having much difficulty in obtaining goods, that he has brought suit for damages against the local retail druggists' association and the jobbers, is treating the public to a most piteous wail and some startlingly curious advertisements. In a full page "Ad" in the local Sunday paper recently he inserts a most amusing cut. There is depicted a miserably bare

room, a mother bending over a sick child, on a table what looks like a bottle of whiskey, a glass and a stack of poker chips (but which presumably are intended to represent a patent medicine and a box of pills.) In a corner of the drawing is pictured a stone mason deftly and diligently sculpturing a block of marble (cost not less than \$1,000,) to be used as a tombstone for the child in case it dies, because the mother can not get a patent medicine from the cutter for 65 cents, though all the rest of the druggists will sell it for 85 cents. We are not told how the poverty-stricken parent who can not pay the 85 cents is to meet the expense of the costly marble tombstone in preparation—but that's another story. This cutter is frothing at the mouth because the other druggists are endeavoring in a legitimate and legal manner to get a little profit on proprietary medicines rather than continue to sell them at a loss, and his "Ads" are so wild in statement, fallacious in argument, and ludicrous in appearance that they can influence none but the most ignorant and credulous. He is squirming all right, and seems to be on the verge of mental prostration."

It is a pleasure to state that many cutters have had the manliness to admit that they were wrong and are now co-operating with us loyally for mutual advantage. Some of these are very enthusiastic supporters of the N. A. R. D., and are wondering how they ever could have been so short-sighted as to persist in standing out against us.

What is the outlook for the future of the N. A. R. D.? Brighter than it has ever been before. I say this, not so much on account of what has already been accomplished, as because of the fact that our people throughout the country are learning to work, individually and collectively, for their own and for each other's interests. A great deal of hard work yet remains to be done, but we enjoy the advantage now of having learned how to work, what obstacles to expect, the best methods of accomplishing desired ends, and above all, we have imbibed the spirit which defies difficulties, which glories in a task worthy the vigorous, earnest, persistent efforts of virile men—men who know their rights and who by their strong right arm nerved by a sense of justice will maintain these rights against all opposition.

MR. BRUNO BATT, of Chicago—In line with this well prepared paper on the workings of the N. A. R. D. I desire to submit a resolution with regard to the per capita tax assessment of the association for the benefit of the national body.

THE PRESIDENT—We had better dispose of the report first.

On motion of Mr. Sohrbeck the report was received and ordered printed and a vote of thanks extended to Mr. Wooten for his able and interesting paper.

THE PRESIDENT—Dr. H. F. Pettit, Ex-President of the Missouri Pharmaceutical Association, is a delegate from that body and we should be very much pleased to hear a few remarks from him.

DR. H. F. PETTIT—I came here as a learner. I am an old hand in the pharmacy business, being one of the original members of the Missouri association, but still I am not too old to learn; I came here to learn and not to teach.

It is too near your time for adjourning to say much now, although I will say a little about side lines, which question has been under discussion here this morning. Side lines in cavalry parlance means a hobble. Some times side lines are a hobble to the druggist; his fountain becomes such a hobble when it interferes with his other trade. In our town we had a house the side line of which was whiskey and consequently the proprietor had no other prescriptions.

A short time ago a gentleman from a local option town came into my place of business and asked me how many drug stores we had in our town. When I told him that with a population of 4,000 we had but three stores he was greatly surprised and remarked that we must do an enormous business. I told him three stores was all that would pay, but he could not understand it. I then told him we had as many as his town. He said "we have thirteen." I replied by saying that we had thirteen also; that we had three that confined themselves to the sale of drugs, paints, etc., three book stores that sold books, wall paper and the like, and seven saloons that sold whiskey, making in all thirteen.

In our town the druggists confine themselves to the legitimate drug business. We aim to put up every prescription that is sent to us by the doctors. If we get a prescription for a pair of glasses, we fill it.

THE PRESIDENT—We are very much pleased to have the opportunity of listening to Dr. Pettit and thank him for his remarks.

I wish the indulgence of the association for a few minutes, even if it oversteps the 12 o'clock limit, for the purpose of listening to what Mr. Straw has to say about the local associations in Chicago. He has the same defect of character that Mr. Hoy has—they are both too modest. I gave Mr. Hoy a good send-off in my address, but he turned me down in his report of the legislative committee. (Laughter.) I am going to give Mr. Straw a good send-off and if he turns me down an accounting will be in order.

If there is any one man to whom the credit belongs for carrying out the general principles as laid down by the N. A. R. D., that man is John I. Straw, of Chicago. He has left his place of business, (I have never been able to find him in,) and has devoted from one-half to two-thirds of his time during the last year just for love of hard work and pride in having it accomplished. I could say a lot more about Mr.

Straw but I do not want to embarrass him. We will now hear from him on the subject of trade organization in Chicago.

## Trade Organization in Chicago.

BY JOHN I STRAW.

After this very flattering introduction by our president I fear you may be disappointed in what I have to say. In the few minutes I have at my disposal I want to outline to you the method by which we have accomplished such magnificent results in the great city of Chicago, and I want you to take the lesson home with you. The plan in Chicago has been one of evolution. In the past the retail druggists' associations have only represented a membership of about one-tenth of the druggists of that city. We found it physically impossible to interest the druggists in organization because there was no direct and immediate benefit to them. Failing in that we concluded that if we wanted the co-operation of the trade of that city and its influence in carrying on the great work of the national association it would be necessary for us to go to them with a commercial proposition.

First, we laid out the city into districts, grouping the druggists according to the trade conditions. Then we went into these districts and got the druggists together and asked them if they were in business for glory and to sell postage stamps, or if they had invested their capital for dollars and cents. Of course, they all said they were in business for the purpose of making money. We then told them we had a plan to present that meant dollars and cents, and if adopted and put into effect they could go to their cash drawer every night and count up the added profits. They said "that's what we want." We then presented our proposition, with the results as stated by Mr. Wooten. We have in some districts 100 per cent of the druggists, and in no district less than 95 per cent selling goods at scheduled prices.

When I had these druggists before me from time to time I asked them this question: "How many can tell me to-day how much it costs you to do business?" Not one out of fifty could answer this question. I asked if any of them had ever stopped to figure out what it costs to do business and if they had added this to the cost of the goods. The reply was that they had not. I then asked them how much epsom salts they sold for five cents. One man said 2 ounces, another 4 ounces, the next 8 ounces, and one man said that he sold a pound. I then questioned them as to the selling price of paregoric and elicited the information that some were selling it for 5 cents an ounce, some for 10 cents, some for 15 and so on all along the line. We found that they were giving unequal amounts of all goods for the same money all over the city. A customer went into one store and got an ounce of paregoric for 5 cents, while at another place of business he would be

charged 10 cents. Do you wonder they said the druggists were robbers?

We then presented to them our minimum schedule of prices which has proven successful far beyond our expectations. In it we have a uniform price on all goods. Under this schedule all patented medicines up to and including 25 cent preparations sell for full price except Carter's Little Liver Pills, which are listed at 20 cents; all 25 cent patents, full price, except Fletcher's Castoria, which is 30 cents; all 50 cent patents, 45 cents; all 60 cent patents, full price; all 75 cent patents, full price; all dollar patents, 85 or 90 cents and all pharmaceutical patents, as we term them, full price.

Now what does all this mean? The 10 cents per pint advance on alcohol alone means an added profit to the druggists of one district of not less than \$8 a day. That means to the entire city not less than \$100 a day or \$36,500 a year. How much this plan has added to the profits of the trade on the other goods, no one can calculate. We have already added tens of thousands of dollars to the profits of the drug trade in Chicago simply on account of the adoption of this plan. I can refer you to hundreds of druggists who are willing to bear testimony to this fact.

We found it almost impossible to induce druggists to join in a plan that would make them money; I do not know why, but it is a fact. We labored with them night and day and talked nothing but organization until we finally awakened them to the fact that through organization and that alone could the drug trade of that great metropolis be saved. We knew the conditions that prevailed in St. Louis, knew that we were rapidly drifting in that direction, and that unless something radical was done it would only be a question of a few months when we would all be selling proprietaries at cost. In St. Louis the cut in prices extended along the whole line of goods handled. They sold citrate of magnesia at 15 cents; cigars that cost \$60 were sold at the rate of four for a quarter, etc. These are the conditions in St. Louis, New York, Boston and a great many other cities in the United States, and in Chicago we were rapidly drifting in the same direction. We realized that unless some powerful influence was exercised we would soon be in the same condition.

We are in business for the dollars and cents. When you can show the trade that it means dollars and cents then, and then only, will you interest and organize it successfully. When the trade is organized as it will be, Mr. Wooten and the national officers will control the situation and we will get what we are entitled to.

The national plan is bound to win; do your duty as individual fellow-druggists of the State of Illinois; go back to your homes and never stop until your county is organized and you are doing business in accordance with a price schedule. No matter if there is not an

price cutting in your district, you should organize for the general welfare of the trade in this country. We ask nothing that is not right. All that we want is an honest price for our goods to which we are honestly entitled. We have given this question a great deal of thought in Chicago. Mr. Bodemann, Mr. Gale and many other enthusiastic druggists have spent days and nights and Sundays on it, firm in the belief that the national plan is the only practical one. I can say to you to-day that price cutting in the city of Chicago would be entirely eliminated within the next thirty days if it was not for one department store. From this time on it is to be a fight to the finish with the concentrated drug trade of Chicago on one side and one department store on the other. I predict that we will win and when we come together a year from now we will be able to report that there is no price cutting in the city of Chicago.

I desire to appeal to the druggists of the State of Illinois to join us in this movement and thus strengthen the hands of the national association. We will do our share of the work in Chicago if you will do likewise in the balance of the state.

There is another point I want to dwell upon before I close and that is the Green Ticket adopted by the Chicago Retail Druggists' Association. It reads as follows:

## Chicago Retail Druggists' Association.

TO THE  
MEMBERS OF THE ASSOCIATION.

GREETING.

*Chicago,* \_\_\_\_\_

*The Bearer Mr. \_\_\_\_\_ representing \_\_\_\_\_ is hereby commended to your favorable consideration. The manufacturers of the articles offered by him, having given satisfactory evidence of their loyalty to the interests of the retail drug trade, the sale of these articles it is believed will result to your advantage. It is agreed by the manufacturers that the following shall be the retail prices of the respective articles:*

\_\_\_\_\_  
SECRETARY.

\_\_\_\_\_  
PRESIDENT.

No man can get this ticket until he has signed a contract to do certain things, no matter who he is, how big he is or what he represents. A representative of Mr. Armour came to us the other day and asked for a green ticket. We told him he could have one under certain conditions which we explained to him. He wanted a ticket for

his line of art soaps. We told him when he found a method by which he could protect the price we would introduce his goods, but until such time we would positively refuse to give him a green ticket. "We want to say to you" he was told, "that it does not make any difference to us as individuals if we never sell a cake of your soap, as we can sell some other soap. You come to us and ask us for a green ticket because you can not do business without it. You are asking the retail trade to introduce your soap which is advertised in the department stores for 5 cents a cake, while you charge us \$9 a gross. We have quit doing business that way and we want you to understand it." Mr. Wrisley's agent came to see us and we told him the same thing. From this time on when a man appeals to the Chicago trade to introduce a new preparation he will be told that under certain conditions, and those only, will we accept his goods.

Have you ever stopped to think that the retail drug trade has made these manufacturers wealthy? I cite you the Cuti-Cura remedies as an illustration, because all of you are familiar with them. You distributed advertising matter for them and helped to get their goods before the public. When they had built up a great business and became independent you were told in substance to "go to a warmer climate." I tell you that after this the other fellows will have to "go to the warmer climate" because I know the time has arrived in the history of the trade when the druggists at last realize the fact that if they are to continue in business and make a living for themselves and family they must act as one man.

Mr. Wooten has not told you one-hundredth part of what the N. A. R. D. has accomplished during the last year. The most remarkable results have been achieved by the national association. Go into his office when you are in Chicago and let him show you what has been accomplished by that body. The N. A. R. D. has saved you more money on the stamp tax than you will ever pay to it; it has saved you an incalculable amount on the prices of proprietaries. Through the influence of that great organization hundreds of thousands of dollars have been added to the profits of the druggists of this country and we are just that much better off. It means millions in the future. This is not a visionary statement, as I will show you. There are 40,000 druggists in the United States and if you add \$10 a year to the profits of each it means a total of \$400,000. Mr. Bodemann will tell you that under the Chicago plan he has added \$100 to his profits on alcohol alone.

I want to give you some of our experiences in Chicago. We have a meeting of the officers of the district organizations each month in the Sherman House or some other suitable place. We invariably ask this question, particularly of the men who had been selling goods at cut prices: "Mr. Grubb, has this plan affected the volume of your

business?" His answer was "it has added from \$4 to \$5 a day to my business." In other words, the volume of his business had been increased that amount. A druggist, who lives in my district and who tried selling goods at cut prices, tells us he is doing as much business as before and making more money. I can cite you 50 men who were cutting prices but who to-day are selling to the schedule, every one of whom are doing as much business as heretofore and getting better profits.

I am just reminded of Mr. Langanhan, of W. 12th Street, Chicago. Langanhan is a bright young fellow and I am sorry that he is not here. The history of his case is something like this: "I made up my mind at one time" said he "that I would cut loose and run a cut-rate drug store. I plastered the front of my store with cut-rate prices, distributed circulars all over the neighborhood and kept it up for several months. At the end of that time I found I had not made enough money to pay for the advertising and then I quit." If you want a better illustration just ask Mr. Forsyth who tried the proposition for five years.

MR. FORSYTH—I had resumed full prices before this plan went into effect. I can say that I did not like the cut-rate scheme a bit.

MR. ROSENTHAL—I do not think the Green Ticket scheme is quite fully understood. Can't you make it a little plainer to some of these gentlemen who are not familiar with its workings?

MR. STRAW—I was very much surprised yesterday when I learned from Mr. Sohrbeck, of Moline, that they did not use a ticket of this kind in their association. You are probably aware that the Tri-City Association gets full prices for everything they sell, but Mr. Sohrbeck tells me they do not use the green ticket. I presume, Mr. Wooten, that later on the national association will use the green ticket, but for the present it is left to the local organizations. It means simply that you will not buy from an agent or representative of any firm unless he has one, and no firm can get a ticket unless it signs a contract to furnish goods at all times for not more than 80c for 10c articles, \$2 for 25c articles, \$4 for 50c articles, and \$8 for dollar goods, and distribute them through the jobbers. The effect of the adoption of this ticket scheme has been marvelous. When an agent comes in your store to sell you a bill, just say to him "have you a green ticket?" If he says he has not, tell him to go and get one if he wants to do business with you, and under no circumstances do business with any man unless he has one. This little ticket is the power that controls. When a man is unable to sell you because he has not provided himself with one of these tickets he knows that something has happened and the next time he comes he will have one. We want the local organizations to take up this ticket plan. We are going to take care



of ourselves this time. We have taken care of the other fellow long enough and now we propose to look after our own interests through the medium of the national association.

What did you pay for Cuti-Cura when it was first put upon the market? You paid \$8 and to-day you have to pay \$9.50. We introduced their soap when it cost \$1.85 and now they make us pay \$2.40. Is that honest?

A VOICE—It was \$1.60 when it first came out.

MR. STRAW—That's still worse. We do not propose to introduce any new goods for any man unless he agrees that they shall always be sold at a price that will give us an honest profit. Can any man object to that? In this connection let me say that we require the signature of the firm on these tickets, not that of the particular agent who may happen to call on us.

Who makes the long profit on these goods? The jobber will tell you that the manufacturers allow him from 10 to 15 per cent, while it costs him 12 per cent to do business. It costs the retailer not less than 25 per cent to do business and in many cases he is compelled to sell these goods at a profit of 10 per cent or less.

As a rule, a great many of the young men who start in the drug business have not the necessary training in business methods. This is a campaign of education from start to finish and the trade is being rapidly educated up to the standard where it should have been years ago. You should teach these boys how to do business before you start them out in the work; teach them how to figure profit and loss; give them a firm foundation and they will make a success of their undertakings. Mr. Platt, you know that there are hundreds of druggists in Chicago living from hand to mouth week in and week out, who can not even afford to hire a man to relieve them occasionally. I can show you scores of stores in that city where the proprietor with his wife and children live in a back room and are able only to eke out a miserable existence. They would be infinitely better off working on a street car at \$15 a week. The trouble with them is that they didn't start out right; they were not taught the principles of conducting a business before they embarked in it. This is part of our work in Chicago. We try to teach these boys how to do business; how to get the best profit; how to figure profit and loss. The results of our work have been very gratifying.

Before I close I want to say something about the loyalty of the jobbing trade in Chicago and to thank the boys who have been out selling goods to the trade for the splendid work they have done; I want this to go on record. The jobbers have responded every time to our appeals. In every instance where a man who was not a member of one of the local organizations has made complaint to the jobbers he has

been told to go back and join the association, since it would be to his interest as well as to the interest of the trade in general.

I want to thank you in closing for the courtesy and attention you have given me. We are enthusiastic on this subject in Chicago and want the druggists of the rest of the state to do their part of the work. There are about 3,000 druggists in business in this state, every one of whom should belong to an organization. If an organization of 3,000 loyal American druggists, banded together in a common cause, is not able to do efficient and lasting work then I am greatly mistaken in the intelligence and influence of our profession. Go home and preach the gospel to everybody; never stop night or day until the work is done. (Continued applause.)

**THE PRESIDENT**—Before we adjourn I would like to announce the following committee on nominations: Messrs. T. C. Loehr, Bruno Batt, John I. Straw, M. C. Metzger and Wm. Ullemeyer.

The association then adjourned until 2 o'clock p. m.

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## FOURTH SESSION.

The association reconvened at 2 o'clock, the first order of business being the following report from the committee on President's Address:

### Report of Committee on President's Address.

The committee appointed by the vice-president to consider and report upon the annual address of President Gale respectfully submits to the Illinois Pharmaceutical Association in meeting assembled, the following:

Your committee, after examining the said address, heartily approves of it as a masterly effort by President Gale and commends him for the faithful and efficient performance of his office and recommends that the address be published in the proceedings of this meeting.

Your committee heartily concurs in that part of the address pertaining to organization and recommends that the association devise some plan of increasing its membership.

Realizing the great benefits which the members of the association derive from the labors of the National Association of Retail Druggists, your committee recommends the adoption of a resolution endorsing most heartily the work of the national association and instructing our treasurer to forward to the treasurer of that body the sum of \$200 as dues of the members of our association to the N. A. R. D. for the year 1901.

Your committee further recommends that the new president be authorized to appoint delegates to the convention of the N. A. R. D. at Buffalo next fall in the ratio suggested by the president.

Your committee further recommends that this association endorse what the president has to say in regard to the sale of narcotics. At the same time your committee is at a loss to recommend any remedy for the evil mentioned.

The thanks of the association are due the committee on legislation for its vigilance, tact and hard work in preventing obnoxious legislation and otherwise guarding the interests of the pharmaceutical profession of this state.

Respectfully submitted,

W. O. STEINMEYER,  
G. HENRY SOHRBECK,  
J. H. KEELING,  
*Committee.*

MR. BATT—I arise to move that the report of the committee be adopted and that the recommendations be carried out faithfully and promptly by the respective officers of the association. Inasmuch as the report embodies the substance of the resolution I intended to offer this morning I will withdraw it from consideration.

MR. BODEMANN—There is one subject that the committee neglected to say anything about. It is the reference in the President's address to the history of pharmacy in Illinois which is being written by Mr. Ebert. A similar work on pharmacy in Wisconsin has been issued and is a very interesting book. I move as an amendment to the report that we give our endorsement to Mr. Ebert's undertaking.

A VOICE—I second the motion.

Mr. Bodemann's motion was then carried and the report of the committee adopted.

DR. WHELPLEY—The well known modesty of Illinois pharmacists would prevent any of you from calling attention to one of the features of this report which is very apparent to me. It is the liberality of this association in so generously voting \$200 to the national association out of an annual fee for dues of but one dollar. It certainly speaks well for the financiers of the association that you are able to make this liberal donation.

THE PRESIDENT—We will now have the report of the committee on the reports of the Secretary and Treasurer.

### Report of Committee on Secretary's and Treasurer's Reports.

Your committee, to which was referred the report of Secretary R. N. Dodds from July 15, 1900, up to and including June 8, 1901, begs leave to report that it has carefully examined the same and the receipts and vouchers accompanying it and find it to be correct.

Your committee also reports that it has examined the annual report of Treasurer Geo. C. Bartells, for the year beginning July 14, 1900, and ending June 1, 1901, and find the same to be correct.

The prosperous condition of our finances reflects great credit upon the work of our able and efficient Secretary, R. N. Dodds.

Respectfully submitted,

THEO. C. LOEHR,

JOHN STUCHLIK,

WM. MARSHALL,

*Committee.*

On motion of Mr. Sohrbeck the report of the committee was adopted.

MR. FORSYTH—At this morning's session the committee on the revision of the U. S. Pharmacopoeia presented its report, and without pretending to give it the attention that the important document demanded we swallowed it down and gave it our endorsement without knowing what was in it. I now move you, Mr. President, that our action in approving this report be reconsidered.

The motion was seconded and the action of the association in adopting the report reconsidered.

MR. FORSYTH—I have not the least doubt that all the members of this association, provided they had the time, would be very glad to spend the balance of the afternoon in discussing this subject; but as we have not the time I move that it be sent to the chairman of the revision committee without recommendation.

MR. STRAW—Why do you object to the action of the association in approving the report?

MR. FORSYTH—If we should begin to discuss this question we would be at it until 6 o'clock this evening. We ought not to give our approval to reports of this kind without going into them more intelligently than was done in this case. I do not believe there are half a dozen men in this room who know what the recommendations in that report are. How can we afford to forward that report to the revision committee without knowing what it is?

MR. LOEHR—I understand that a good many of the recommendations in the report have already been passed upon by the revision com-

mittee, and it certainly would be out of place for us to make any recommendations that have already been disposed of.

Mr. Forsyth's motion that the report of the committee on U. S. Pharmacopœia be referred to the chairman of the revision committee without recommendation having received a second was unanimously adopted.

THE PRESIDENT—I have an announcement to make in connection with the report of this committee. This morning a committee was appointed by the chair to draft a suitable resolution with reference to the life and work of Dr. Rice. This committee, after a conference with Dr. Whelpley, who was a warm personal friend of Dr. Rice, has expressed a desire that the resolution to be adopted be turned over to Dr. Whelpley with the request that he prepare a fitting testimonial of the estimate in which Dr. Rice was held by the members of this association, the testimonial to be incorporated in the records of this meeting as the action of this body.

On motion of Mr. Stuchlik the matter was turned over to Dr. Whelpley.

Following is the testimonial furnished by Dr. Whelpley:

### Testimonial of the Life and Work of Dr. Charles Rice.

The Illinois Pharmaceutical Association very keenly feels and deeply mourns the loss by death to the entire professional and scientific pharmaceutical world of Dr. Charles Rice, Chairman of the Committee on Revision of the United States Pharmacopœia.

The pharmacopœia of this country to-day stands in the front ranks of works of its kind, inferior to none. This gratifying position for our standard has been won by the best life work of our departed friend, a strong man in gifts and qualities, a born leader of thinking scientific men, a modest, indefatigable worker. The passing of such a life is indeed a calamity to the world of progress.

Dr. Charles Rice was a man in every sense of the word and one whom we feel that age and infirmities have no right to touch. He caused people to value and esteem friendship and realize that life is worth the living for those who have a worthy object in view.

Our only consolation in this bereavement is that we can be thankful that Dr. Rice was a pharmacist and gave us the advantage of his versatile powers as a scholar and a scientist, and leaves to our memory his example as a noble man.

MR. FORSYTH—I desire to offer the following amendment to the constitution: "Resolved, that section 5 of the constitution be amended

by adding the following: Provided, further, that no member of the executive committee shall be represented by proxy."

**MR. BODEMANN**—In connection with Mr. Forsyth's motion and also the motion made by Mr. Simpson yesterday, I think I can settle both in one motion. I move you, Mr. President, that a committee of three be appointed by the chair, of which the secretary and president of this association shall be members, to revise our constitution and by-laws. They are full of contradictions and are not in accord with our present method of doing business. They were written at a time when there were no annual dues charged and are full of inaccuracies. Prof. Hallberg was appointed at our meeting in 1898 to draft a new constitution but what he proposed was more in the nature of a platform than anything else.

**MR. FORSYTH**—I will accept Mr. Bodemann's amendment on the condition that a clause be inserted in the constitution to the effect that no member of the executive committee shall be represented at the meetings by a proxy. Everybody knows that a member of the committee cannot be represented by a proxy and I want to see this practice stopped.

**THE PRESIDENT**—I think we will all agree with Mr. Forsyth and his point is well taken. The motion before the house is that a committee of three be appointed, of which the secretary and president shall be members, whose duty it shall be to revise the constitution and by-laws and report at our next annual meeting. As I understand it this will cut out the notices given on yesterday of changes in the by-laws.

The motion was carried and the president appointed Mr. Forsyth as the third member of the committee.

**THE PRESIDENT**—Is there any new business to come before the association?

**MR. PLATT**—Mr. Hoy stated this morning that a bill restricting the sale of patent medicines to druggists could not be passed by the legislature as the supreme court had already passed upon the question adversely. He also said that any bill calling for an appropriation from the state would have been killed. The State Board of Pharmacy was created for the people at large and consequently the people ought to provide for the administration of the law. Mr. Yeomans, who lives in Chicago, has not paid his dues to the board this year in order to make a test case of the law. He was brought to trial and fined in the lower court and appealed the case to the higher court where it is now pending, the judge having it under advisement. Judge Holdom has had it under advisement for six months and I think this association should take the matter up with him and try to get a decision on the question,

and, if necessary, take it to the supreme court. I think it is unconstitutional to require a druggist to pay an annual fee, while doctors do not have to pay annually.

MR. BODEMANN—That motion is not worthy of a second and I hope it will not receive one. I never heard of such a motion. The gentleman ought to be ashamed of himself and sit down; it is simply preposterous.

MR. PLATT—I think the Illinois Pharmaceutical Association should be ashamed of itself. Why do we have to pay a yearly fee when doctors are not required to?

MR. BODEMANN—If there is no second to the motion we will let the subject drop.

THE PRESIDENT—The next order of business is the report of the secretary on the vote of the registered pharmacists of the state for nominees for appointment on the State Board of Pharmacy.

## Report of Secretary

### On Vote For Nominees State Board of Pharmacy.

At Large:	Henry F. Bader, East St. Louis.....	115
"	G. Henry Sohrbeck, Moline.....	123
"	John I. Straw, Chicago.....	176
First to Seventh Congressional Districts, inclusive:		
	John G. Bodenschatz, Lemont.....	75
	W. A. Brabrook, Chicago.....	170
	Wm. A. Dyche, Chicago.....	322
	J. P. Garner, Chicago.....	129
	John S. Hottinger, Chicago.....	196
	Lebrecht Tanzer, Chicago.....	57
	L. K. Waldron, Chicago.....	238
District 8,	W. E. Holmes, Aurora.....	115
"	9, Frank Worthington, Rockford.....	161
"	10, M. Brewer, Monmouth.....	107
"	11, W. F. Corbus, LaSalle.....	99
"	12, J. W. Plaster, Danville.....	122
"	13, H. Swannell, Champaign.,.....	174
"	14, A. Zimmermann, Peoria.....	291
"	15, Geo. C. Bartells, Camp Point.....	125
"	16, T. C. Loehr, Carlinville.....	142
"	17, Chas. F. Angell, Atlanta.....	71
"	18, Samuel Wyss, Jr., Alton.....	94

District 19, Wm. Bower, Olney.....	166
" 20, W. G. Carrothers, Fairfield.....	111
" 21, A. G. Schlueter, East St. Louis.....	114
" 22, M. C. Metzger, Cairo.....	228

MR. BARTELLS—I move you, Mr. President, that the five receiving the highest number of votes be recommended to the Governor for appointment on the board of pharmacy to succeed Mr. Simpson, whose term expires in December of this year. Of course, in this motion I do not include the name of Mr. Dyche as he is already a member of the board. Outside of Mr. Dyche the highest five are Messrs. A. Zimmermann of Peoria, M. C. Metzger of Cairo and L. K. Waldron, John S. Hottinger and John I. Straw of Chicago.

Mr. Bartells' motion was seconded and carried.

MR. HOY—The members of the association are undoubtedly aware that there is now a vacancy on the board of pharmacy caused by the resignation of Mr. Jewett, of Oregon. For the purpose of filling that vacancy and allowing the Governor as much latitude as possible I move that the balance of the names on the report of the vote, just read, with the addition of the name of Mr. J. H. Keeling of Rockford, be recommended to the Governor from which to select a successor to Mr. Jewett.

MR. BARTELLS—Wouldn't it simplify matters a little to recommend three or five?

MR. HOY—The Governor has said to me that it was his wish to work in harmony with this association, but he must, at the same time, take into consideration the appointments he has already made from the various counties. In order that the Governor may be able to work in harmony with the association and have the entire state to select from, I make this motion.

The motion being duly seconded was declared carried.

NOTE—The names recommended from which to select a successor to Mr. Jewett were promptly reported to Governor Yates and Mr. G. Henry Sohrbeck, of Moline, has since been appointed on the State Board of Pharmacy.

THE PRESIDENT—Next in order will be the report of the Secretary for nominees on the advisory committee, department of pharmacy, University of Illinois.



# Report of Secretary On Vote For Nominees Advisory Committee, Department of Pharmacy, University of Illinois.

<b>At Large:</b>	J. H. Keeling, Rockford.....	179
"	Frank R. Milnor, Litchfield.....	134
"	C. A. Purdunn, Marshall.....	57
<b>First to Seventh Congressional Districts, inclusive:</b>		
	Geo. R. Baker, Chicago.....	372
	Carl F. Fischer, Chicago.....	157
	Wm. K. Forsyth, Chicago.....	334
	G. A. Graves, Chicago.....	139
	Frank J. Knowles, Chicago.....	192
	Frank Kremer, Chicago.....	114
	J. S. Stiles, Chicago.....	111
<b>District 8,</b>	C. Winne, Sandwich.....	58
"	9, Wm. F. Jungkunz, Freeport.....	100
"	10, Gus Lindvall, Moline.....	108
"	11, J. S. Murphy, Pontiac.....	154
"	12, J. J. Schubert, Kankakee.....	209
"	13, Geo. W. Corder, Clinton.....	74
"	14, H. M. Ehrlicker, Pekin.....	124
"	15, Albert Sellner, Quincy.....	164
"	16, E. J. Frost, Winchester.....	100
"	17, G. F. Luthringer, Petersburg.....	89
"	18, R. H. Henry, Moweaqua.....	92
"	19, Asa H. Porter, Xenia.....	118
"	20, B. F. Michels, Albion.....	73
"	21, H. Steingoetter, Belleville.....	111
"	22, P. G. Schuh, Cairo.....	310

**MR. STRAW**—Messrs. Geo. N. Baker and Wm. K. Forsyth of Chicago, and Paul G. Schuh of Cairo having received the highest vote cast, I move you, Mr. President, that these three names be reported to the President of the University from which to appoint a successor to Mr. Sempill.

The motion was put and without debate was unanimously carried.

**MR. BARTELLS**—I hope that at future meetings of the association we will receive reports from this advisory committee. We received the first one this year.

**THE PRESIDENT**—That is a very good suggestion. We are now in a position to do a great deal down there at Champaign for the educational

interests of the pharmacists. I trust that whoever is selected by the President of the University will bear this in mind.

The next thing before the house is the report of the committee on prize essays. We are all interested in this report and would like to know who is going to get that money.

### Report of Committee on Prize Essays.

We, the committee, to which was assigned the task of deciding which of the two papers on Trade Interests, read to the association is entitled to the prize of \$15, offered therefor, have carefully looked into the respective merits of the two productions.

Inasmuch as the good points in both papers are numerous and forcefully brought out, it is difficult to decide which is the more meritorious. Your committee therefore recommends that the prize be divided equally between the two contestants, Messrs. Bodemann and Stuchlik.

Respectfully submitted,  
THOS. V. WOOTEN,  
WM. K. FORSYTH,  
*Committee.*

On motion of Mr. Loehr the report of the committee was approved.

THE PRESIDENT—Is the committee on nominations ready to report?

MR. LOEHR—It is.

### Report of Committee on Nominations.

Your committee on nominations begs leave to submit the following report:

For President, Walter H. Gale of Chicago; For First Vice President, Henry Swannell of Champaign; For Second Vice-President, J. B. Mount of Joliet; For Third Vice-President, Franz Thomas of Cairo; For Secretary, R. N. Dodds of Springfield, and for Treasurer, Geo. C. Bartells of Camp Point.

Inasmuch as many important changes were made in the boundaries of the various congressional districts of the state at the last session of the legislature and as your committee is not familiar with the new districts and had no map to guide it we would recommend that the matter of selecting the members of the executive committee be left to the president of the association with power to act.

Respectfully submitted,  
T. C. LOEHR  
BRUNO BATT  
JOHN I. STRAW  
M. C. METZGER  
WM. ULLEMAYER  
*Committee.*

MR. LOEHR—I move you, Mr. President, that the secretary cast the vote of the association for the adoption of this report.

THE PRESIDENT—Inasmuch as your presiding officer is recommended for re-election, as is also the present secretary, the motion of Mr. Loehr seems to me a trifle irregular. However, if there are no objections, and the chair hears none, the secretary will cast the vote of the association on this report.

The secretary thereupon cast the vote of the association on the report of the committee and it was declared adopted.

MR. BOEHM—Mr. President, in making up this executive committee I hope you will appoint members who will attend the meetings and who will not give proxies.

THE PRESIDENT—I think Mr. Boehm's point is well taken. Your president will take pains to see that the members of this committee are alive when they are appointed. (Laughter.)

MR. FORSYTH—I understand that Mr. Simpson is very anxious to have the next meeting of the association held in Vienna. I don't know whether any of you have been "touched" or approached by him on this matter and I therefore move you that the time and place of holding the next meeting be left to the executive committee to be appointed by our president.

The motion was carried as was also a motion by Mr. Bode-mann that the salary of the secretary be the same for the coming year as it was last year.

MR. BODEMANN—I admit with much modesty the charge of too much liquid gas which has been preferred against me at divers times during this meeting, but I submit that this charge is mild when compared with the action of the president in instructing the secretary to cast the vote of the association for his (the president's) re-election. (Laughter.)

THE PRESIDENT—I would like to say to the gentleman from Chicago that when he has lived in this world as long as I have he will find he has missed a great many good things by not asking for them. I never have missed any for that reason. (Continued laughter.)

MR. SIMPSON—I want to extend a cordial invitation to the association to hold its next meeting at Vienna and I promise you a good time if you will come down there. We have no such towns in our immediate vicinity as Davenport, but Cairo is not far away. (Laughter.) I might also add that Vienna is a strictly temperance town. I am not joking about this matter; I am in earnest about it. If you will come down to my town you will not have any hotel bills or anything else to pay.

MR. BODEMANN—I want to say for the information of the members that I have been down to Simpson's town of Vienna and it is a wonderful place. (Laughter.)

MR. FORSYTH—Before we adjourn I want to move a vote of thanks to the local committee and druggists of Rock Island for the hospitable treatment we have received while in attendance upon this meeting. When I say Rock Island I mean Moline and Davenport also. I do not know that we have ever met at any place where we have been treated more hospitably. I also want to include in this motion the Rock Island Club, the hotel management and all those who have shown us such marked courtesy.

Mr. Forsyth's motion was adopted by a rousing vote of ayes.

MR. WOOTEN—I desire to offer the following resolution and move its adoption:

### Resolution Regarding Prices of Proprietary Medicines.

WHEREAS, The stamp tax on proprietary medicines has been repealed, the same to go into effect July 1, 1901. Therefore by the Illinois Pharmaceutical Association be it

*Resolved*, That we respectfully urge all proprietary manufacturers who advanced the price when the law of 1898 went into effect, to reduce the prices of their preparations to ante-bellum figures wherever possible, or at least to \$2, \$4, and \$8, in accordance with the wish expressed by The National Association of Retail Druggists at its St. Louis convention, and concurred in by the retail drug trade of the United States.

*Resolved*, That such action on the part of the said proprietors would, we feel sure, increase the cordial feeling between the two branches of the drug trade, which ought to exist in order that the interests of both may be served to the best advantage.

*Resolved*, That the secretary of this association is directed to send a copy of this resolution to each of the proprietors whose preparations are sold in the 3,000 drug stores of this state, with a request to reply thereto as early as convenient, the replies to be placed in the hands of the executive committee of the Illinois Pharmaceutical Association.

The resolution was unanimously adopted.

THE PRESIDENT—I would like to have Vice-President Swannell take the chair for a moment.

VICE-PRESIDENT SWANNELL, (in the chair)—What is the pleasure of the association?

THE PRESIDENT—For our meeting in Chicago last year the local

committee raised quite a fund for entertainment. We had a pretty lively crowd and a good time but we were not able to use up all the money. We have a little bit left and I want to make a motion to the effect that it be turned over to the local committee here to be used by it. The amount is \$37.08. We tried to spend it all but we couldn't.

The motion was carried without debate.

THE PRESIDENT, (resuming the chair)—I would like to announce the appointment of Messrs. T. C. Loehr, Paul G. Schuh, M. B. Travis, J. H. Keeling and August Heimbeck as a committee to work in harmony with the local committee at St. Louis in the matter of securing a large attendance of Illinois pharmacists at the meeting of the American Pharmaceutical Association in that city in September.

DR. WHELPLEY—As local secretary of the meeting of the American Pharmaceutical Association which is to be held in St. Louis September 16-22, I desire to extend to all of you a hearty invitation to be present. This will be the 49th annual meeting of the A. Ph. A. Thirty years ago it met at St. Louis. On that occasion the State of Illinois was largely represented. In fact you have a state which is always well represented at the annual meetings of this association, but I trust that your representation at the 49th annual meeting will be one which will break the record. This committee which you have appointed for the purpose of increasing the attendance and interest in the meeting will be made a part of our St. Louis committee. We hope you will come in large numbers and do not forget that at the meetings of the American Pharmaceutical Association the ladies are always welcome.

Dr. C. H. Tyler, one of the organizers of the National Association of Retail Druggists addressed the association briefly upon the work of organizing local associations. He was followed by Mr. E. W. Armstrong of Decatur, and J. H. Baird of Galesburg, with short talks upon the good work which had been accomplished by the local associations in their respective cities.

The president thanked the association for the honor conferred upon him in re-electing him for another year. Mr. Bartells also thanked the members for the confidence and trust reposed in him by again electing him treasurer and invited all of the members to come and take tea with him at Camp Point on July 1, at which time he expected to celebrate his 60th anniversary.

On motion of Mr. Forsyth the association then adjourned *sine die*.

## COMMITTEES 1901-1902.

Following is a list of Committee appointments made by President Gale since the annual meeting:

### EXECUTIVE COMMITTEE.

President Walter H. Gale, *Chairman*.

R. N. Dodds, *Secretary*.

Geo. C. Bartells, Camp Point, *Treasurer*.

1st Congressional District,	L. K. Waldron...	{	Randolph and 5th Ave., Chicago.
2nd	"	"	Geo. H. Graves .. {
3rd	"	"	Aug. Merz.....47th and State St., Chicago
4th	"	"	C. M. Turnquist.. {
5th	"	"	John Stuchlik....338 W. 18th St., Chicago
6th	"	"	John I. Straw.... {
7th	"	"	Paul Behrens....727 Grand Ave., Chicago
8th	"	"	Geo. Wisshack... {
9th	"	"	Geo. Doederlein.. {
10th	"	"	Geo. P. Mills.....Evanston
11th	"	"	H. A. Stillman.. ..Joliet
12th	"	"	J. H. Keeling.....Rockford
13th	"	"	W. F. Jungkunz.....Freeport
14th	"	"	Wm. Ullemeyer.....Rock Island
15th	"	"	Geo. C. Lescher.....Galesburg
16th	"	"	J. E. Huber.....Peoria
17th	"	"	John S. Murphy.....Pontiac
18th	"	"	Louis F. Stuebe.....Danville
19th	"	"	E. W. Armstrong.....Decatur
20th	"	"	E. J. Frost.....Winchester
21st	"	"	W. O. Steinmeyer.....Carlinville
22nd	"	"	H. Steingoetter.....Belleville
23rd	"	"	B. Schwartz, Jr.....Salem
24th	"	"	W. C. Simpson.....Vienna
25th	"	"	M. C. Metzger.....Cairo

### TRADE INTERESTS.

John I. Straw, <i>Chairman</i> .....	Chicago
Henry F. Bader.....	East St. Louis
Paul G. Schuh.....	Cairo

### LEGISLATION.

L. T. Hoy, <i>Chairman</i> .....	Woodstock
C. A. Purdunn.....	Marshall
A. Zimmermann.....	Peoria

### BOARD OF PHARMACY RECORDS.

Frank Milnor, <i>Chairman</i> .....	Litchfield
R. N. Dodds. ..	Springfield
Fritz Lueder.....	Peoria

### DECEASED MEMBERS.

R. N. Dodds, <i>Chairman</i> .....	Springfield
T. S. Arnold.....	Watseka
Frank Worthington.....	Rockford

# MEMBERS

## of the

# ILLINOIS PHARMACEUTICAL ASSOCIATION

Revised to July 20, 1901.

NAME.	CITY.	COUNTY.
Abernathy, A.,	Pontoosuc.	Hancock
Ackermann, A.,	5068 S. Halsted st., Chicago.	Cook
Ackermann, Geo. H.,	409 S. Wentworth ave., Chicago.	Cook
Achelpohl, C. H.,	Quincy.	Adams
Adamick, G. H.,	189 Madison st., Chicago.	Cook
Aisenstadt, A.,	395 S. Halsted st., Chicago.	Cook
Aldridge, S. H.,	Plymouth.	Hancock
Alexander, A. R.,	Richmond.	McHenry
Aleth-Hansen, J. G.,	Leland.	Cook
Alphonso, A.,	Washington.	Tazewell
Alyea, Thos. E.,	Princeville.	Peoria
Anderson, D. S.,	Creal Springs.	Williamson
Anderson, P. A.,	Streator.	LaSalle
Angell, Chas. F.,	Atlanta.	Logan
Anlcker, W. J.,	Pekin.	Tazewell
Anthony, Geo. A.,	Kewanee.	Henry
Armbrecht, Louis.	723 W. Lake st., Chicago.	Cook
Armstrong, E. W.,	Decatur.	Macon
Arnold, T. S.,	Watseka.	Iroquois
Aschermann, Gustave S.,	4743 Langley ave., Chicago.	Cook
Aumann, Henry.	Quincy.	Adams
Avery, Chas. H.,	302 55th st., Chicago.	Cook
Bacon, C. H.,	Lockport.	Will
Bachelle, R. von.	465 S. Paulina st., Chicago.	Cook
Bader, Henry F.,	E. St. Louis.	St. Clair
Baker, Geo. R.,	280 Clark st., Chicago.	Cook
Baker, Chas. W.,	2899 Archer ave., Chicago.	Cook
Ballweg, Edward.	Edwardsville.	Madison
Bangert, Louis E.,	406 E. Ravenswood P'k ave, Chicago.	Cook
Barber, Robt. A.,	181 Townsend st., Chicago.	Cook
Barth, G. F.,	North Alton.	Madison
Bartlett, N. Gray,	94 22d st., Chicago.	Cook
Bartells, Geo. C.,	Camp Point.	Adams
Barwig, Geo.,	3659 S. Halsted st., Chicago.	Cook
Bate, Henry J.,	126 N. Clark st., Chicago.	Cook
Battles, M. W., Jr.,	Moline.	Rock Island
Battles, Chas. E.,	Moline.	Rock Island

NAME.	CITY.	COUNTY.
Batt, Benj B.,	436 E. 43d st., Chicago.	Cook
Batt, Bruno,	1240 Ravenswood Park, Chicago.	Cook
Bauer, J. T.,	Stonington.	Christian
Baum, W. F.,	Danville.	Vermillion
Baumgart, Fred.	Danville.	Vermillion
Baumann, C. T.,	Springfield.	Sangamon
Baumann, G. E.,	Springfield.	Sangamon
Baumann, H. J.,	Dundee.	Kane
Beacroft, J. H.,	1510 Lake st., Chicago.	Cook
Beckmann, H. O.,	Emden.	Logan
Behrens, P. J.,	727 Grand ave., Chicago.	Cook
Behrens, W. B.,	268 E. 55th st., Chicago.	Cook
Behrke, E. E.,	441 State st., Chicago.	Cook
Beldler, S. L.,	Mt. Pulaski.	Logan
Bellach, B. H.,	284 Lincoln ave., Chicago.	Cook
Benson, A. J.,	2401 Indiana ave., Chicago.	Cook
Bennett, G. M.,	Urbana.	Champaign
Berger, F. J.,	930 Southport ave., Chicago.	Cook
Berger, G. H.,	Carlyle.	Clinton
Bernhardt, A. P.,	1336 Belmont ave., Chicago.	Cook
Bickhaus, Conrad.	11156 Michigan ave., Chicago.	Cook
Biermann, Wm. H.,	468 W. Chicago ave., Chicago.	Cook
Bilz, Michael A.,	709 W. 21st st., Chicago.	Cook
Bishop, Isaiah.	Eliza.	Mercer
Bishop, Ernest.	Bement.	Platt
Bishop, Arthur S.,	639 W. Madison st., Chicago.	Cook
Blahnik, Mrs. Marie,	88 W. 18th st., Chicago.	Cook
Blahnik, V. L.,	1062 S. Troy st., Chicago.	Cook
Blaeszer, Jos.,	Harrison & Queen City ave., Chi'go.	Cook
Blair, E. J.,	Charleston.	Coles
Block, John.	56 5th ave., Chicago.	Cook
Blood, I. W.,	4100 Cottage Grove ave., Chicago.	Cook
Bock, G. C.,	Smithton.	St. Clair
Bodemann, Wilhelm,	Lake ave., and 50th st., Chicago.	Cook
Bodenschatz, J. G.,	Lemont.	Cook
Bodeman, C. G.,	DeKalb.	DeKalb
Bodman, S. K.,	Bement.	Platt
Boehm, John J.,	748 S. Halsted st., Chicago.	Cook
Boe, A. M.,	845 Sheffield ave., Chicago.	Cook
Bogardus, H. E.,	Piano.	Kendall
Bollinger, Geo.,	3801 State st., Chicago.	Cook
Bond, E. R.,	Ohio.	Bureau
Borcherdt, J. C.,	735 W. Madison st., Chicago.	Cook
Boring, A. M.,	Carlinville.	Macoupin
Bower, E. Z.,	Olney.	Richland
Bower, G. W.,	Olney.	Richland
Bower, Wm.,	Olney.	Richland
Bowman, C. A.,	Peoria.	Peoria
Bray, John F.,	Joliet.	Will
Brabrook, W. A.,	296 Ogden ave., Chicago.	Cook
Bradford, Ralph F.,	Pontiac.	Livingston
Bradley, M. M.,	Chatham.	Sangamon
Brauns, Gustavus.	56 5th ave., Chicago.	Cook
Brauns, M. L.,	3100 Wentworth ave., Chicago.	Cook



NAME.	CITY.	COUNTY.
Bramstedt, H. L.....	158 Osgood st., Chicago.....	Cook
Brewer, M.....	Monmouth.....	Warren
Brendecke, A. G.....	242 W. Randolph st. Chicago.....	Cook
Briggs, J. S.....	Amboy.....	Lee
Brown, W. H.....	1168 Byron st., Chicago.....	Cook
Brown, R. L.....	1985 N. Ashland ave. Chicago.....	Cook
Brown, Catherine B.....	Sterling.....	Whiteside
Brokaw, W. H.....	Sheldon.....	Iroquois
Brookings, A. C.....	Duquoin.....	Perry
Broom, Louis H.....	Effingham.....	Effingham
Brunn, H.....	282 Grand ave., Chicago.....	Cook
Burger, J. A.....	4729 Ashland ave., Chicago.....	Cook
Burke, Emil C.....	Cambridge.....	Henry
Caillouette, Godfrey.....	Beaverville.....	Iroquois
Cain, H. E.....	3557 W. 63d st., Chicago.....	Cook
Callvin, L. G.....	1106 W. 59th st., Chicago.....	Cook
Campbell, A. J.....	Mazon.....	Grundy
Campbell, T. S.....	Pinckneyville.....	Perry
Campen, A. F.....	Peoria.....	Peoria
Carrothers, W. G.....	Fairfield.....	Wayne
Case, Geo. E.....	Princeton.....	Bureau
Casey, F. R.....	Casey.....	Clark
Caswell, S. J.....	Rockford.....	Winnebago
Chamberlain, H. W.....	Alton.....	Madison
Chamberlain, Susannah.....	Albany.....	Whiteside
Chantler, V. H.....	1410 35th st., Chicago.....	Cook
Christie, J. O.....	Quincy.....	Adams
Christensen, H. C.....	43d and Grand boul., Chicago.....	Cook
Christensen, L. A.....	Baldwin, Wisconsin.....	
Chwatal, John J.....	1343 W. 22d st., Chicago.....	Cook
Clark, Geo. H.....	Plaza.....	Macoupin
Clark, A. T.....	Belleville.....	Morgan
Clark, A. H.....	Springfield.....	Sangamon
Clancy, C. L.....	1249 N. Clark st., Chicago.....	Cook
Clarrissey, Thos. H.....	512 S. 48th ave., Chicago.....	Cook
Clayton, C. E.....	Pawnee.....	Sangamon
Coat, Harvey H.....	Mason City.....	Mason
Codding, M. B.....	Knoxville.....	Knox
Coen, G. H.....	Normal.....	McLean
Coffinberry, Samuel.....	Peoria.....	Peoria
Colburn, E. G.....	6062 State st., Chicago.....	Cook
Cole, John.....	Williamsfield.....	Knox
Cole, A. C.....	658 E. 43d st., Chicago.....	Cook
Conant, John B.....	Springfield.....	Sangamon
Conrad, John.....	25 E. 47th st., Chicago.....	Cook
Conner, John Q.....	Metropolis.....	Massac
Conzet, John.....	Greenup.....	Cumberland
Coohan, Benj. S.....	559 W. 63d st., Chicago.....	Cook
Corbus, W. F.....	LaSalle.....	LaSalle
Corder, Geo. W.....	Clinton.....	DeWitt
Cox, Wilbur.....	Rockford.....	Winnebago
Cramer, W. H.....	200 W. Randolph st., Chicago.....	Cook
Cress, Chas. E.....	157 53d st., Chicago.....	Cook
Critt, E. E.....	DeKalb.....	DeKalb

NAME.	CITY.	COUNTY.
Crosby, Henry.....	Viola.....	Mercer
Crum, B. E.....	Fisher.....	Champaign
Cullop, Samuel.....	West York.....	Crawford
Culver, A. A.....	Danville.....	Vermillion
Cummings, L. A.....	Bunker Hill.....	Macoupin
Cunningham, J. M.....	Erie.....	Whiteside
Cutter, Scott C.....	Oswego.....	Kendall
Czerniewski, E.....	612 Throop st., Chicago.....	Cook
Dalgger, Andrew.....	1402 Wrightwood ave., Chicago.....	Cook
Daniels, Geo. C.....	Iuka.....	Marion
Daniels, A. K.....	Ludlow.....	Champaign
Darcy, H. T.....	312 91st st., Chicago.....	Cook
Davis, Morgan J.....	Cerro Gordo.....	Platt
Davis, G. G.....	Wyoming.....	Stark
Davis, Green B.....	DeSota.....	Jackson
Davoll, David L.....	Caro, Michigan.....	
Day, W. B.....	465 State st., Chicago.....	Cook
Dean, C. C.....	Somonauk.....	DeKalb
Dearth, E. A.....	Grand Ridge.....	LaSalle
Deck, L. C.....	Girard.....	Macoupin
Decker, August.....	Macomb.....	McDonough
Delbridge, John B.....	95 Wabash ave., Chicago.....	Cook
Devall, E. O.....	Rose Hill.....	Jasper
Dickerson, L. M.....	Brighton.....	Macoupin
Dietz, Alvin.....	3901 Wentworth ave., Chicago.....	Cook
Dietz, John.....	4446 State st., Chicago.....	Cook
Dillman, A. R.....	McLean.....	McLean
Diller, R. W.....	Springfield.....	Sangamon
Diuer, Isaac.....	Springfield.....	Sangamon
Dimond, S. B.....	Albany.....	Whiteaide
Dodds, R. N.....	Springfield.....	Sangamon
Dodge, F. W.....	482 S. Western ave., Chicago.....	Cook
Dorner, E. A.....	557 N. Clark st., Chicago.....	Cook
Doty, V. P.....	Hampshire.....	Kane
Dressel, H. G.....	323 S. Western ave., Chicago.....	Cook
Duncan, W. D.....	Ottawa.....	LaSalle
Duncan, Andrew W.....	Flat Rock.....	Crawford
Dunlap, Con.....	Springfield.....	Sangamon
Dyas, Wm. M.....	Arlington Heights.....	Cook
Dyche, Wm. A.....	1882 Sheridan Road Evanston.....	Cook
Ebert, Albert E.....	426 State st., Chicago.....	Cook
Eberlein, F.....	49 Franklin st., Chicago.....	Cook
Eckart, R. J.....	Collinsville.....	Madison
Egler, W. F.....	167 Dearborn st., Chicago.....	Cook
Ehrlicher, H. M.....	Pekin.....	Tazewell
Ehrlicher, O. D.....	Pekin.....	Tazewell
Ellbracht, W. E.....	Waterloo.....	Monroe
Eldred, W. H.....	96 5th ave., Chicago.....	Cook
Ellis, Milton G.....	Ellsworth.....	McLean
Emmert, Jos.....	Freeport.....	Stephenson
Empe, I. N.....	6202 Wentworth ave., Chicago.....	Cook
Engels, N. R.....	759 W. 47th st., Chicago.....	Cook
Fesslinger, A.....	Danville.....	Vermillion
Evans, J. W.....	Varna.....	Marshall

NAME.	CITY.	COUNTY.
Evans, Nathan.....	48d st., and Grand boul., Chicago.....	Cook
Fahnestock, A. L.....	Glasford.....	Peoria
Fahrner, John.....	Joliet.....	Will
Falkenberg, F. E.....	688 W. Chicago ave., Chicago.....	Cook
Farrar, Geo. B.....	987 Ogden ave., Chicago.....	Cook
Fastabend, F. B.....	5100 Ashland ave., Chicago.....	Cook
Faupel, A. A.....	201 E. North ave., Chicago.....	Cook
Faulkner, W.....	Champaign.....	Champaign
Feldkamp, C. L.....	55 Beethoven Place, Chicago.....	Cook
Fellenstein, Jacob.....	New Grand Chain.....	Pulaski
Fenn, C. W.....	Prophetstown.....	Whiteside
Fenne, L. N.....	1836 N. Kedzie, Chicago.....	Cook
Fernitz, G. W., Jr.....	859 W. North ave., Chicago.....	Cook
Fetherstone, E. B.....	3593 N. Clark st., Chicago.....	Cook
Ferry, D. C.....	Marshall.....	Clark
Finckh, Wm.....	212 Cuybourn ave., Chicago.....	Cook
Flinniger, P. E.....	420 26th st., Chicago.....	Cook
Fischbeck, W. A.....	Bloomington.....	McLean
Fischel, Emil.....	98 E. 31st st., Chicago.....	Cook
Fischer, Carl F.....	1248 Bryn Maur ave., Chicago.....	Cook
Fish, W. H.....	Bayliss.....	Pike
Flagg, Edmund.....	Hoopeston.....	Vermilion
Fleury, Frank.....	Springfield.....	Sangamon
Flexer, A. W.....	Joliet.....	Will
Florin, Wm.....	Altamont.....	Ladingham
Foltz, F. P.....	Abingdon.....	Knox
Forsyth, Francis, Jr.....	Dixon.....	Lee
Forsyth, Wm. K.....	3100 State st., Chicago.....	Cook
Foster, S. E.....	Mullington.....	Kendall
Foster, A. A.....	Mt. Carroll.....	Carroll
Foucek, C. G.....	586 Center ave., Chicago.....	Cook
Fox, Francis M.....	3199 Archer ave., Chicago.....	Cook
Frantz, J. S.....	6859 Wentworth ave., Chicago.....	Cook
Frank, Jos. S.....	1144 Milwaukee, ave., Chicago.....	Cook
Frank, Gustave.....	557 S. Jefferson st., Chicago.....	Cook
Frank, Sol. P.....	658 W Polk st., Chicago.....	Cook
Frerksen, R. C.....	1231 W. North ave., Chicago.....	Cook
Frisch, J.....	Springfield.....	Sangamon
Fritsche, P. R.....	Peoria.....	Peoria
Frost, E. J.....	Winchester.....	Scott
Gaffron, E. R.....	Bloomington.....	McLean
Gain, J. W.....	E. St. Louis.....	St. Clair
Gale, Walter H.....	44 Monroe st., Chicago.....	Cook
Garner, J. P.....	Austin.....	Cook
Gardiner, W. S.....	773 W. Lake st., Chicago.....	Cook
Garrison, G. B.....	Pearl.....	Pike
Garrison, H. D.....	Pearl.....	Pike
Garrison, W. H.....	Pearl.....	Pike
Gary, W. A.....	Chesterfield.....	Macoupin
Gerlach, H. G.....	Maple Park.....	Kane
Germann, H.....	Quincy.....	Adams
Gfroerer, Geo. S.....	439 W. Taylor st., Chicago.....	Cook
Gill, John J.....	274 E. 57th st., Chicago.....	Cook
Glass, C. E.....	Mason City.....	Mason

NAME.	CITY.	COUNTY.
Goll, Bruno H.....	661 W. 12th st., Chicago.....	Cook
Goll, W. H.....	336 W. VanBuren st., Chicago.....	Cook
Goodman, Fred M.....	McHenry.....	McHenry
Gorges, Albert.....	701 Belmont ave., Chicago.....	Cook
Gottrick, Frank O.....	Knoxville.....	Knox
Grace, J. H.....	West Salem.....	Edwards
Graham, S. A.....	Waynesville.....	DeWitt
Graham, E. E.....	Ramsey.....	Fayette
Grassly, C. W.....	26 W. 12th st., Chicago.....	Cook
Graser, Chas.....	Springfield.....	Sangamon
Graves, G. A.....	3916 Ellis ave., Chicago.....	Cook
Green, H. H.....	Bloomington.....	McLean
Green, W. A.....	Amboy.....	Lee
Grenamler, J. T.....	439 W. Madison st., Chicago.....	Cook
Griegen, M.....	1204 Wrightwood ave., Chicago.....	Cook
Grubb, J. E.....	118 E. 53d st., Chicago.....	Cook
Grundh, C. H.....	35th st., and Archer ave., Chicago.....	Cook
Guild, E. C.....	Wheaton.....	DuPage
Gustafson, Chas. W.....	Rockford.....	Winnebago
Hass, A.....	1052 N. Western ave., Chicago.....	Cook
Hadley, Weymouth.....	Kelthsburg.....	Mercer
Haeger, Fred.....	448 N. Clark st., Chicago.....	Cook
Haering, G. V.....	79 W. Madison st., Chicago.....	Cook
Hall, S. C.....	Omaha.....	Gallatin
Hall, Wm.....	Apple River.....	JoDavies
Hall, Robert L.....	Apple River.....	JoDavies
Hall, Lawrence.....	St. Joseph.....	Champaign
Hall, Jos.....	Edgewood.....	Effingham
Hauer, E. E.....	Forreston.....	Ogle
Halsted, R. L.....	Rock Falls.....	Whiteside
Halverson, R. M.....	3511 Archer ave., Chicago.....	Cook
Handtmann, C. A.....	564 S. Halsted st., Chicago.....	Cook
Hansson, N.....	9150 Commercial ave., Chicago.....	Cook
Harvey, W. R.....	Dana.....	LaSalle
Harter, I. F.....	Stronghurst.....	Henderson
Hartwig, Otto J.....	1570 Milwaukee ave., Chicago.....	Cook
Hartwig, R. W.....	476 Milwaukee ave., Chicago.....	Cook
Harris, W. B.....	E. St. Louis.....	St. Clair
Hartke, E. A.....	401 W. 47th st., Chicago.....	Cook
Harnist, W. D.....	Edwardsville.....	Madison
Hasse, W. C.....	743 N. Kedzie ave., Chicago.....	Cook
Haschenberger, E. O.....	1211 O st., Lincoln, Neb.....	
Hawyer, W. P.....	Monica.....	Peoria
Haupt, Wm.....	200 E. Randolph st., Chicago.....	Cook
Heaberlin, Geo. F.....	Keysport.....	Clinton
Heald, Jas.....	LaGrange.....	Cook
Hecking, C.....	698 N. Halsted st., Chicago.....	Cook
Heck, J. P.....	Memphis, Tenn.....	
Heiland, John.....	113 W. Madison st., Chicago.....	Cook
Heimbeck, August.....	Rock Island.....	Rock Island
Heimbeck, E.....	Moline.....	Rock Island
Heltman, Louis.....	Chester.....	Randolph
Heller, W. H.....	Abingdon.....	Knox
Hellmuth, Jos A.....	1071 N. Robey st., Chicago.....	Cook

NAME.	CITY.	COUNTY.
Helmer, J. F. G.	Paxton	Ford
Henry, R. H.	Peotone	Will
Hendell, R. W.	Colchester	McDonough
Hermann, E. von	288 31st st., Chicago	Cook
Herman, Chas. C.	Secor	Woodford
Heschong, J. F.	Peoria	Peoria
Hesselroth, Lawrence	107 E. Chicago ave., Chicago	Cook
Hess, A. P.	3700 Wallace st., Chicago	Cook
Hess, Fred C.	Philo	Champaign
Hickman, B. T.	Niantic	Macon
Hitchcock, E. T.	5501 S. Halsted st., Chicago	Cook
Hoelzer, B. A. C.	740 W. North ave., Chicago	Cook
Hofmann, Henry	835 W. 47th st., Chicago	Cook
Hoffmann, G. F.	Pesotum	Champaign
Hogan, M. J.	Taylorville	Christian
Hollstein, Conrad	Waukegan	Lake
Holmes, W. E.	Aurora	Kane
Holmes, A. E.	Aurora	Kane
Holthofer, H. J.	3160 State st., Chicago	Cook
Honn, S. H.	Metcalfe	Edgar
Horn, John C.	Dallas City	Hancock
Horn, N. J.	Joliet	Will
Horn, F. L.	Peoria	Peoria
Horn, G. B. M.	476 31st st., Chicago	Cook
Hord, Geo. Y.	Keysport	Clinton
Hottinger, J. S.	224 Lincoln ave., Chicago	Cook
Houser, C. F.	Lena	Stephenson
Howe, Lyle L.	McHenry	McHenry
Hoy, L. T.	Woodstock	McHenry
Hoyt, J. W.	665 Wells st., Chicago	Cook
Huber, J. E.	Peoria	Peoria
Humma, H. J.	Metropolis	Massac
Irvine, E. D.	Princeton	Bureau
Irwin, F. G.	Danville	Vermilion
Jacobs, John C. A.	35th and Archer ave., Chicago	Cook
Jacobson, F. Q.	Wayne City	Wayne
Jacobus, J. S.	75 E. 43d st., Chicago	Cook
Jacobus, P. W.	2030 N. Halsted st., Chicago	Cook
Jewett, Thos. A.	Oregon	Ogle
Johnson, Nels	627 Grand ave., Chicago	Cook
Johnson, F. O.	Monmouth	Warren
Jones, H. F.	Flat Rock	Crawford
Jones, Jas. W.	Cowden	Shelby
Jordan, C. E.	Galesburg	Knox
Josenhans, R.	242 W. North ave., Chicago	Cook
Judd, John B.	Granite City	Madison
Jungk, Louis	5100 Ashland ave., Chicago	Cook
Jungkunz, W. F.	Freeport	Stephenson
Kaerwer, J. A.	4642 Wentworth ave., Chicago	Cook
Kallwach, F.	3121 Morgan st., Chicago	Cook
Kasper, Albert	2601 Princeton ave., Chicago	Cook
Kaufman, Ferd, Jr.	285 Lincoln ave., Chicago	Cook
Keeler, Harry	Freeport	Stephenson
Keeling, J. H.	Rockford	Winnebago

NAME.	CITY.	COUNTY.
Kelly, C. C.....	Dixon.....	Lee
Kellett, F. H.....	1273 VanBuren st., Chicago.....	Cook
Kempff, Frederick.....	Highland.....	Madison
Kennelly, J. E.....	Lincoln.....	Logan
Kespler, F. E.....	Georgetown.....	Monroe
Keyes, John.....	Joliet.....	Will
Keys, P. B.....	111 S. Center ave., Chicago.....	Cook
Kidder, Grant L.....	5658 State st., Chicago.....	Cook
King, Wm.....	Rose Bud.....	Pope
Kirby, W. H.....	Chestnut.....	Logan
Kleiner, Jos. C.....	2169 Archer ave., Chicago.....	Cook
Klenze, W. T.....	1301 Belmont ave., Chicago.....	Cook
Klika, J. L.....	1714 E. Ravenswood Park, Chicago.....	Cook
Kline, John L.....	Milledgeville.....	Carroll
Klin, Geo.....	Garrett.....	Douglas
Klinkowstroem, E. V.....	296 W. Division st., Chicago.....	Cook
Klotz, A. E.....	471 N. Ashland ave., Chicago.....	Cook
Knaak, T. L.....	Deerfield.....	Lake
Knapp, Mell C.....	3658 Wentworth ave., Chicago.....	Cook
Kneer, John, Jr.....	Peoria.....	Peoria
Knight, Alfred P.....	3300 State st., Chicago.....	Cook
Knowlton, E. M.....	Urbana.....	Champaign
Knowles, F. J.....	475 Ogden ave., Chicago.....	Cook
Knoebel, Thos.....	E. St. Louis.....	St. Clair
Koehler, Emil.....	Rock Island.....	Rock Island
Komie, Emanuel.....	182 W. 12th st., Chicago.....	Cook
Kossakowski, M. P.....	678 Noble st., Chicago.....	Cook
Krembs, M.....	55 Waldo Place, Chicago.....	Cook
Kremers, Frank.....	2520 Lincoln ave., Chicago.....	Cook
Krieter, W. G.....	887 W. North ave., Chicago.....	Cook
Kring, A. O.....	E. St. Louis.....	St. Clair
Krone, N. L.....	Decatur.....	Macon
Krueger, H. F.....	864 Clybourn ave., Chicago.....	Cook
Krzeminski, C. E.....	161 E. North ave., Chicago.....	Cook
Kuechler, R. A.....	Jacksonville.....	Morgan
Kugler, M. L.....	Pinckneyville.....	Perry
Kurrasch, A. A.....	Kankakee.....	Kankakee
Kvittek, Chas.....	612 S. Throop st., Chicago.....	Cook
Ladish, E. H.....	632 Larrabee st., Chicago.....	Cook
LaDue, E. A.....	Spring Valley.....	Bureau
Laegler, J. C.....	Highwood.....	Lake
Lake, C. C.....	64 State st., Chicago.....	Cook
Lange, Chas.....	675 W. Lake st., Chicago.....	Cook
Larsen, J. S.....	119 W. 24th st., Chicago.....	Cook
Lauber, B.....	547 Blue Island ave., Chicago.....	Cook
Laugeman, Wm.....	Springfield.....	Sangamon
Lawton, L. W.....	Delavan.....	Tazewell
Lawson, Chas. A.....	Rockford.....	Winnebago
Ledford, Geo.....	Harrisburg.....	Saline
Lehman, Louis.....	1229 N. Halsted st., Chicago.....	Cook
Lemon, Albert.....	Peoria.....	Peoria
Lemon, F. W.....	Aledo.....	Mercer
Lemke, T. A.....	80 E. Chicago ave., Chicago.....	Cook
Lenard, Robt.....	8448 Superior ave., Chicago.....	Cook

NAME.	CITY.	COUNTY.
Leszczynski, J.	3315 S. Morgan st., Chicago.	Cook
Lester, H. S.	348 E. 55th st., Chicago.	Cook
Lester, Geo. F.	Arrowsmith	McLean
Letzler, A. E.	201 W. Erie st., Chicago.	Cook
Lewis, A. W.	Pulaski.	Pulaski
Lewis, L. C.	Belvidere.	Boone
Lewis, C. F.	Belvidere.	Boone
Liess, John, Jr.	Joliet.	Will
Light, I. M.	143 35th st., Chicago.	Cook
Lilly, C. F.	Peoria	Peoria
Lindvall, Gus.	Moline.	Rock Island
Linke, R. A. G.	134 Tremont st., Chicago.	Cook
Little, J. R.	Bloomington.	McLean
Livingston, Milton.	226 E. 37th st., Chicago.	Cook
Loehr, T. C.	Carlinville.	Macoupin
Lorenz, Adolph D.	Peoria	Peoria
Lovett, LaMotte.	Oak Park.	Cook
Lowenthal, Louis.	1406 W. 103d st., Chicago.	Cook
Lueder, Fritz.	Peoria	Peoria
Lund, Adolph W.	Dolton.	Cook
Luthringer, G. F.	Petersburg.	Menard
Lutyen, F. L.	Pontiac	Livingston
Lydehn, A. J.	Moline.	Rock Island
Lynch, John.	358 37th st., Chicago.	Cook
Macy, E. B.	6901 Ewing ave., Chicago.	Cook
Mahon, E. E.	Lexington.	McLean
Mares, Frank M.	2876 Archer ave., Chicago.	Cook
Marsh, G. E.	Alton.	Madison
Marsh, C. C.	Bowen.	Hancock
Marsh, H. B.	Bowen.	Hancock
Marshall, C. E.	3500 Cottage Grove ave., Chicago.	Cook
Marshall, Wm.	Rock Island.	Rock Island
Marnitz, Louis.	1756 N. Clark st., Chicago.	Cook
Marple, B. F.	Potomac.	Vermillion
Marlow, J. T.	Tamaroa.	Perry
Martin, C. A.	Mt. Carmel.	Wabash
Martin, W. R.	Elizabethtown.	Hardin
Martin, J. A.	Palestine.	Crawford
Mathewson, A. T.	Elburn.	Kane
Mathison, Soren.	2126 Indiana ave., Chicago.	Cook
Mattern, W. E.	1064 Millard ave., Chicago.	Cook
Mathews, Chas. E.	175 S. Western ave., Chicago.	Cook
Melnung, Richard.	875 Milwaukee ave., Chicago.	Cook
Mehl, Wm.	6700 S. Halsted st., Chicago.	Cook
Mentz, Otto H.	1315 Wellington st., Chicago.	Cook
Mercer, W. E.	Barry.	Pike
Mertes, John A.	886 Lincoln ave., Chicago.	Cook
Metzger, M. C.	Calro.	Alexander
Michels, John B.	El Paso.	Woodford
Michels, Benj. F.	Albion.	Edwards
Michalek, John.	Chicago Heights.	Cook
Mikolasek, J. F.	1858 47th st., Chicago.	Cook
Miller, B. H.	Quincy.	Adams
Miller, Chas. P.	Oak Park.	Cook
Miller, A. W.	Varna.	Marshall

NAME.	CITY.	COUNTY.
Miller, G. A.....	798 W. VanBuren st., Chicago.....	Cook
Miller, S. D.....	Mound.....	Brown
Miller, Albert.....	1364 W. 103d st., Chicago.....	Cook
Milnor, F. R.....	Litchfield.....	Montgomery
Moberg, Arthur.....	Bloomington.....	McLean
Moogk, H. J.....	Freeport.....	Stephenson
Moran, M. C.....	500 Grand ave., Chicago.....	Cook
Morris, Oliver P.....	Waltonville.....	Jefferson
Moschel, G. W.....	Morton.....	Tazewell
Mount, John B.....	Joliet.....	Will
Moulie, Wm.....	Percy.....	Randolph
Mrizek, L.....	806 Ashland ave., Chicago.....	Cook
Muehlenpfordt, A.....	Ashkum.....	Iroquois
Mueller, Adolph.....	Highland.....	Madison
Murback, J. E.....	387 W. Diversey st., Chicago.....	Cook
Murphy, J. S.....	Pontiac.....	Livingston
Mygdal, Thorkil.....	547 N. California ave., Chicago.....	Cook
Mytinger, F. M.....	White Hall.....	Greene
McCarthy, R.....	Itasca.....	DuPage
McCain, W. H.....	Onarga.....	Iroquois
McClure, U. G.....	692 W. 26th st., Chicago.....	Cook
McCormick, G. A.....	Hennepin.....	Putnam
McDougal, R. D.....	Peoria.....	Peoria
McDougal, H. H.....	Peoria.....	Peoria
McDonald, C. W.....	Aurora.....	Kane
McGee, Samuel.....	Burnside.....	Hancock
McGinnes, F. C.....	Auburn.....	Sangamon
McHenry, B. H.....	Moweaqua.....	Shelby
McIntosh, A. J.....	Allendale.....	Wabash
McKee, John.....	Biggsville.....	Henderson
McKenney, F. P.....	Chapin.....	Morgan
McQuillen, F.....	7301 Vincennes Road, Chicago.....	Cook
Nadler, Chas.....	Peru.....	LaSalle
Nash, W. R.....	Fair Mount.....	Vermillion
Neubert, C. F.....	3601 S. Halsted st., Chicago.....	Cook
Nilsson, Peter.....	1898 Milwaukee ave., Chicago.....	Cook
Norton, P. S.....	71 Bowen ave., Chicago.....	Cook
Novak, John.....	724 W. 18th st., Chicago.....	Cook
Nussle, O. C.....	Walnut.....	Bureau
Nutt, Levi G.....	Buckingham.....	Kankakee
Oetzel, W. A.....	Danville.....	Vermillion
Oglesby, Geo. D.....	108 Wabash ave., Chicago.....	Cook
Ohl, Wm.....	Peoria.....	Peoria
Okoniewski, Max.....	146 W. Blackhawk, Chicago.....	Cook
Oldberg, Oscar.....	2421 Dearborn st., Chicago.....	Cook
Oldham, H. D.....	Urbana.....	Champaign
Ossenbeck, E. A.....	Peoria.....	Peoria
Oswalt, Chester G.....	LaFayette.....	Stark
Oughton, John R.....	Dwight.....	Livingston
Oudyn, M. S.....	Greenville.....	Bond
Owen, M. G.....	Westfield.....	Clark
Palmer, W. T.....	Rockford.....	Winnebago
Patten, Eustis.....	Carbondale.....	Jackson
Patterson, H. B.....	559 W. 63d st., Chicago.....	Cook
Patterson, L. H.....	3640 Cottage Grove ave., Chicago.....	Cook
Parker, Chas. V.....	Harrisburg.....	Saline



NAME.	CITY.	COUNTY.
Parsons, John.....	194 81st st., Chicago.....	Cook
Pautler, C. D.....	Evansville.....	Randolph
Pauley, Ferd C.....	Pekin.....	Tazewell
Pavlik, O. S.....	287 W. 12th st., Chicago.....	Cook
Payne, Chas. E.....	Fairbury.....	Livingston
Peck, W. R.....	Edelstein.....	Peoria
Pelffer, W. C.....	Lemont.....	Cook
Pemberthy, I. E.....	290 Western ave., Blue Island.....	Cook
Pettersen, J. M.....	439 W. Fullerton ave., Chicago.....	Cook
Pfaff, J. J.....	Centralla.....	Marion
Pfeiffer, Chas.....	117 Wells st., Chicago.....	Cook
Phipps, L. H.....	Lock Box 1179, Chicago.....	Cook
Pierron, J. J.....	353 5th ave., Chicago.....	Cook
Pinkley, J. C.....	Spring Valley.....	Bureau
Plaster, J. W.....	Danville.....	Vermillion
Plattenburg, P. W.....	Canton.....	Fulton
Platt, I.....	809 S. Ashland ave., Chicago.....	Cook
Plummer, Henry S.....	San Antonio, Texas.....	
Pond, Dell L.....	Macomb.....	McDonough
Pool, J. A.....	Morris.....	Grundy
Porges, Otto.....	545 Milwaukee ave., Chicago.....	Cook
Porter, Asa H.....	Xenia.....	Clay
Porter, H. C.....	Rockford.....	Winnebago
Post, G. H.....	Fithian.....	Vermillion
Post, P. M.....	Murphysboro.....	Jackson
Prickett, C. F.....	Centralla.....	Marion
Price, Jonathan.....	West Saratoga.....	Union
Prince, Jas.....	1125 W. North ave., Chicago.....	Cook
Proffit, John L.....	Spring Valley.....	Bureau
Purdunn, C. A.....	Marshall.....	Clark
Quigley, S. R.....	Elmwood.....	Peoria
Rainbow, J. C., Jr.....	Murphysboro.....	Jackson
Ralston, W. B.....	Springfield.....	Sangamon
Ramsey, H. J.....	Fairbury.....	Livingston
Reen, A. W. H.....	Peoria.....	Peoria
Reed, Henry T.....	Camp Point.....	Adams
Reed, John W.....	Quincy.....	Adams
Rettberg, John.....	Peoria.....	Peoria
Reuter, Henry.....	1983 Madison st., Chicago.....	Cook
Rhode, R. E.....	504 N. Clark st., Chicago.....	Cook
Rhodes, O. H.....	Baldwin.....	Randolph
Richard, Henry.....	Cedarville.....	Stephenson
Riess, Adolph J.....	Rock Island.....	Rock Island
Ritter, J. H.....	953 W. Lake st., Chicago.....	Cook
Rives, Albert E.....	E. St. Louis.....	St. Clair
Rixleben, Thos.....	Jonesboro.....	Union
Robb, Hugh.....	Heyworth.....	McLean
Robbins, H. C.....	Creston.....	Ogle
Roberts, Geo. C.....	Wauconda.....	Lake
Robertson, Chas. E.....	Sparta.....	Randolph
Robin, Luba J.....	543 S. Jefferson st., Chicago.....	Cook
Robin, Isaac.....	543 S. Jefferson st., Chicago.....	Cook
Robinson, I. W.....	Waltonville.....	Jefferson
Roden, Isidore H.....	Momence.....	Kankakee
Rode, Wm.....	Brownstown.....	Fayette
Rode, S. W.....	Brownstown.....	Fayette

NAME.	CITY.	COUNTY.
Roesch, Carl C.....	Alton.....	Madison
Rogers, H. H.....	Kankakee.....	Kankakee
Rohe, Chas. J.....	Crete.....	Will
Rohe, W. H.....	Crete.....	Will
Rose, Herman L.....	Columbia.....	Monroe
Rosenthal, J.....	3300 Cottage Grove ave., Chicago...	Cook
Ross, Lewis W.....	1187 W. Harrison.....	Cook
Rossman, Parmer.....	Oak Park.....	Cook
Rotu, A. A.....	962 W. 12th st., Chicago.....	Cook
Rudert, Otto.....	Rock Island.....	Rock Island
Rudnicki, Jos.....	931 W. 19th st., Chicago.....	Cook
Rust, Geo. M.....	Canton.....	Fulton
Rutherford, A. E.....	168 22d st., Chicago.....	Cook
Ryan, Chas.....	Springfield.....	Sangamon
Sacks, Hyman.....	Belvidere.....	Boone
Safverin, Fome.....	De Kalb.....	De Kalb
Sandstrom, H.....	Moline.....	Rock Island
Saville, Oliver.....	Canton.....	Fulton
Sayre, C. A.....	Victoria.....	Knox
Saylor, J. H.....	Herrick.....	Shelby
Saylor, C. W.....	Greenfield.....	Greene
Saylor, W. A.....	Greenfield.....	Greene
Sawyer, W. W.....	Rockford.....	Winnebago
Scarsdale, F. E., Jr.....	Lick Creek.....	Union
Schaper, H. F.....	1190 Armitage ave., Chicago.....	Cook
Schapper, F. C.....	16 N. Clark st., Chicago.....	Cook
Schaefer, P. F.....	395 W. Harrison st., Chicago.....	Cook
Schauffert, J. G.....	Columbia.....	Monroe
Scheidig, Geo. C.....	179 S. Clark st., Chicago.....	Cook
Scherer, Andrew.....	333 N. State st., Chicago.....	Cook
Schlueter, A. G.....	E. St. Louis.....	St. Clair
Schmid, E. A.....	Peoria.....	Peoria
Schmidt, F. M.....	Schiller Building, Chicago.....	Cook
Schmidt, L. A.....	Rock Island.....	Rock Island
Schmidt, G. A.....	13626 Indiana ave., Chicago.....	Cook
Schmidt, F. J.....	7111 Cottage Grove ave., Chicago.....	Cook
Schmidt, F. C.....	7125 Cottage Grove ave., Chicago...	Cook
Schmidt, O. F.....	43d st.,* and Lake ave., Chicago.....	Cook
Schmidt, H.....	4466 Wentworth ave., Chicago.....	Cook
Schmidt, Louis E.....	Schiller Building, Chicago.....	Cook
Schmitt, L. M.....	Quincy.....	Adams
Schmiedeskamp, W. H.....	Quincy.....	Adams
Schnitzins, Fred.....	Austin.....	Cook
Schoettle, Geo. C.....	Collinsville.....	Madison
Schreiber, Darwin.....	Tell City, Ind.....	
Schreiner, Albert.....	334 E. North ave., Chicago.....	Cook
Schubert, J.....	Kankakee.....	Kankakee
Schuh, H. C.....	Cairo.....	Alexander
Schuh, Paul G.....	Cairo.....	Alexander
Schuler, John L.....	New Berlin.....	Sangamon
Schwartz, B., Jr.....	Salem.....	Marion
Scott, I. M.....	943 Wabansia ave., Chicago.....	Cook
Scott, A. H.....	235 N. Ashland ave., Chicago.....	Cook
Seely, A. T.....	Yorkville.....	Kendall
Seibert, D. P.....	482 W. Lake st., Chicago.....	Cook
Sellner, Albert.....	Quincy.....	Adams

NAME.	CITY.	COUNTY.
Sexauer, S. C.	Wilmette	Cook
Seymour, Mrs. M. D.	Dwight	Livingston
Shaffer, L. C.	Kingston	DeKalb
Sheary, J. E.	New Holland	Logan
Shoemaker, Thos.	Griggsville	Pike
Shreve, Jos. F.	Jacksonville	Morgan
Simonson, Vigho.	Downers Grove	DuPage
Simmons, S. Z. T.	Rockwood	Randolph
Simpson, W. C.	Vienna	Johnson
Siniger, Wm.	Galena	JoDavless
Singer, A. C.	Bellmont & Evanston aves.,	Chi'go, Cook
Slade, Byron A.	Rockford	Winnebago
Smiley, E. H.	O'Fallon	St. Clair
Smith, W. O.	Crossville	White
Smith, Jerry B.	Cuba	Fulton
Smith, Benj. R.	73 Wells st., Chicago	Cook
Sohrbeck, G. Henry	Moline	Rock Island
Sohrbeck, Geo. W.	Moline	Rock Island
Sollitt, Thos. W.	1333 W. Lake st., Chicago	Cook
Sommer, L. F. W.	Springfield	Sangamon
Sommer, Louis	Springfield	Sangamon
Sorrow, G. F.	4701 Indiana ave., Chicago	Cook
Soward, W. W.	Fithian	Vermillion
Spedel, C.	Rock Island	Rock Island
Spliver, H. F. W.	Mansfield	Platt
Spooner, P. B.	Palmyra	Macoupin
Sprague, T.	Sheffield	Bureau
Spring, C. M.	Beardstown	Cass
Spring, F. H.	Beardstown	Cass
Stacy, M. F.	Tuscola	Douglas
Stark, W.	Kirkwood	Warren
Starr, Geo. F.	95 Evanston ave., Chicago	Cook
Starr, C. A.	Durand	Winnebago
Starkey, John B.	Grayville	White
Stafford, W. M.	Freedom	LaSalle
Stallings, John	Danville	Vermillion
Steinmeyer, W. O.	Carlinville	Macoupin
Steingoetter, H.	Belleville	St. Clair
Stevenson, L. E.	St. Joseph	Champaign
Stedman, W. E.	Sullivan	Moultrie
Stiles, J. S.	1312 w. 22d st., Chicago	Cook
Stillman, Harry A.	Joliet	Will
Stonemetz, Guy M.	Mt. Carmel	Wabash
Story, Julia A.	McHenry	McHenry
Storer, C. A.	Rush and Ohio sts., Chicago	Cook
Stolz, O. G.	60 Rush st., Chicago	Cook
Stolz, Ernest H.	104 N. Clark st., Chicago	Cook
Stout, Arthur E.	Normal	McLean
Straw, John I.	1007 W. Harrison st., Chicago	Cook
Strzyzowski, B. F.	1025 N. Hague ave., Chicago	Cook
Stuebe, Louis F.	Danville	Vermillion
Stucker, Henry	1800 Wabash ave., Chicago	Cook
Stuchlik, John	338 W. 18th st., Chicago	Cook
Stuchlik, W. A.	761 W. 12th st. Chicago	Cook
Sullivan, Thos.	Dixon	Lee
Suydam, John D.	Oak Park	Cook

NAME.	CITY.	COUNTY.
Swarts, Geo. F.....	Freeport.....	Stephenson
Swannell, H.....	Champaign.....	Champaign
Talbott, C. W.....	Flanagan.....	Livingston
Tanzer, G. L.....	96 Sheffield ave., Chicago.....	Cook
Tennyson, A.....	Manhattan.....	Will
Tesche, A. G.....	Mendota.....	LaSalle
Thayer, Fred A.....	572 W. Madison st., Chicago.....	Cook
Theis, Arnold.....	Wheaton.....	DuPage
Thompson, E. G.....	Spring Valley.....	Bureau
Thompson, G. M.....	Colchester.....	McDonough
Thometz, M. F.....	98 Harrison st., Chicago.....	Cook
Thomas, F.....	Cairo.....	Alexander
Thomson, Chas. R.....	Gray's Lake.....	Lake
Thornhill, Geo.....	201 S. Halsted st., Chicago.....	Cook
Thorsen, A. C.....	4100 Cottage Grove ave., Chicago.....	Cook
Tonnesen, C. H.....	453 W. VanBuren st., Chicago.....	Cook
Toomey, Sylvester.....	Buda.....	Bureau
Town, E.....	Easton.....	Mason
Travis, M. B.....	Saybrook.....	McLean
Train, J. A.....	683 Noble st., Chicago.....	Cook
Trimen, J. W.....	1429 Michigan ave., Chicago.....	Cook
Trienens, Jos.....	132 State st., Chicago.....	Cook
Trout, W. A.....	Atwater.....	Macoupin
Truppel, R. S.....	Corning, California.....	
Turnquist, C. M.....	2458 Wentworth ave., Chicago.....	Cook
Uhrus, F. W.....	Moline.....	Rock Island
Ulrich, Julius.....	Peoria.....	Peoria
Ullemeyer, Wm.....	Rock Island.....	Rock Island
Ullrich, P.....	Blue Mound.....	Macon
Valentine, W. G.....	3900 Cottage Grove ave., Chicago.....	Cook
VanPatten, E. B.....	214 N. State st., Chicago.....	Cook
VanDusen, C.....	Princeton.....	Bureau
Van Nice, J. O.....	2250 N. Ashland ave., Chicago.....	Cook
VanSchaack, C. P.....	138 Lake st., Chicago.....	Cook
Vavra, V.....	63 Center ave., Chicago.....	Cook
Villum, Thos.....	1620 W. 22d st., Chicago.....	Cook
Voge, Richard.....	1506 Ogden ave., Chicago.....	Cook
Vogelsang, Robt.....	85 Fremont st., Chicago.....	Cook
Vogt, Henry.....	Tinley Park.....	Cook
Voiss, Arcadius.....	Alexian Bros., Hospital, Chicago.....	Cook
VonAchen, F. H.....	Peoria.....	Peoria
Wagner, John.....	McLean.....	McLean
Walss, F. G.....	335 W. Harrison st., Chicago.....	Cook
Wakefield, Thos. S.....	360 Ogden ave., Chicago.....	Cook
Waldron, Louis K.....	189 Randolph st., Chicago.....	Cook
Watson, John S.....	Minooka.....	Grundy
Watson, Frank E.....	Greenville.....	Bond
Watson, C. W.....	Greenville.....	Bond
Warhanik, E. M.....	989 W. 22d st., Chicago.....	Cook
Weaver, B. M.....	Pecatonica.....	Winnebago
Weber, Ewald.....	4274 Milwaukee ave., Chicago.....	Cook
Webster, B. E.....	Benton.....	Franklin
Webster, C. C.....	Staunton.....	Macoupin
Webster, C. A.....	Canton.....	Fulton
Weingaertner, J. J.....	Belleville.....	St. Clair
Weiss, D. K.....	Barry.....	Pike

NAME.	CITY.	COUNTY.
Wells, Jas. H.....	241 5th ave., Chicago.....	Cook
Wendel, Julius.....	601 Garfield boul., Chicago.....	Cook
White, G. H.....	Springfield.....	Sangamon
Whitley, W. W.....	Cnatham.....	Sangamon
Whitfield, Byrom.....	Quincy.....	Adams
Whitfield, Thos.....	250 Wabash ave., Chicago.....	Cook
Wickert, Paul.....	4300 Cottage Grove ave., Chicago...	Cook
Williamson, A. C.....	Fulton.....	Whiteside
Wilson, J. H.....	125 22d st., Chicago.....	Cook
Wilson, J. H., Jr.....	4344 Evans ave., Chicago.....	Cook
Winne, C.....	Sandwich.....	DeKalb
Winstead, M. L.....	Wetaug.....	Pulaski
Woltersdorf, E. H.....	900 W. 21st st., Chicago.....	Cook
Woitze, John.....	445 E. North ave., Chicago.....	Cook
Wooten, T. V.....	943 W. Madison st., Chicago.....	Cook
Worthington, F. H.....	Rockford.....	Winnebago
Wrede, Frederick.....	863 W. Chicago ave., Chicago.....	Cook
Wright, A. S.....	Woodstock.....	McHenry
Wright, Geo. R.....	Mineral.....	Bureau
Wunderle, Emil.....	278 Wells st., Chicago.....	Cook
Wyss, Samuel, Jr.....	Alton.....	Madison
Xelowski, John H.....	570 Blue Island ave., Chicago.....	Cook
Yates, Herman A.....	Oak Park.....	Cook
Yaw, A. J.....	Belvidere.....	Boone
Yeomans, S. C.....	3360 State st., Chicago.....	Cook
Young, John H.....	Oakwood.....	Vermillion
Zak, Jos. J.....	683 S. Jefferson st., Chicago.....	Cook
Zerse, C. A.....	Danville.....	Vermillion
Ziegler, H. L.....	Peoria.....	Peoria
Zimmermann, E.....	Peoria.....	Peoria
Zimmermann, C.....	Peoria.....	Peoria
Zimmermann, A.....	Peoria.....	Peoria
Zimmermann, D. B.....	Roanoke.....	Woodford
Zinser, Solomon.....	Washington.....	Tazewell
Zinser, I.....	Washington.....	Tazewell
Zinser, E. F.....	Washington.....	Tazewell
Zoeller, Geo.....	467 W. Chicago ave., Chicago.....	Cook

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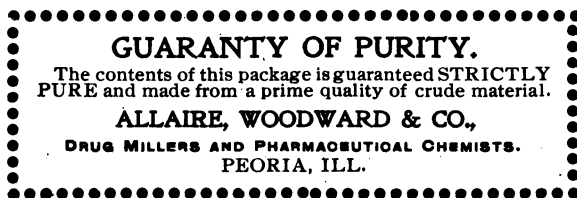
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Bleached Toilet and Domestic Sponges.

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Contains

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Florida and Cuban,  
Sheep's Wool and Grass Sponges.

Sample Line

No. 3

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